

GRAIN DEALERS JOURNAL

Published on the 10th and 25th of each month in the interest of progressive Grain Dealers

Vol. XXX. No. 12.

CHICAGO, ILL., JUNE 25, 1913.

PRICE \$1.50 PER YEAR
TEN CENTS PER COPY

McKENNA & RODGERS
COMMISSION MERCHANTS
SHIPPERS CORN
OATS
60 Board of Trade Chicago

R. F. CUMMINGS GRAIN CO.
Home Office, Clifton, Ill.
Elevators in 8 adjoining towns.
Established in 1864 by A. B. Cummings

STEELE-BRIGGS
SEED COMPANY, Limited
Alsike, Red Clover, Timothy, Canadian
Blue Grass, Flax, Oats
TORONTO-CANADA

P. B. & C. C. MILES
Established 1875 Incorporated 1910
PEORIA, ILL.
Handling Grain on Commission
Our Specialty

James E. Bennett & Co.
400-405 Postal Telegraph Bldg., CHICAGO
Grain Shipments and Future
Orders Solicited.
ST. LOUIS PEORIA
211 Chamber of Commerce 324 So. Washington St.

Tyng, Hall & Co.
GRAIN COMMISSION
Correspondence Solicited
Peoria, Ill.

The Ady & Crowe
Mercantile Co.
WHOLESALE GRAIN AND HAY
1900 Fifteenth St., DENVER, COLORADO

Minneapolis Seed Co.
SEEDS
Minneapolis . . . Minnesota

WHEAT
CORN **ATS** **RYE**
J. A. Manger & Co.
216-218 Chamber of Commerce, Baltimore, Md.

Established 1877
Langenberg Bros. & Co.
ST. LOUIS, MO.
Grain and Hay Commission
Branch Office, New Orleans, La.

Goffe & Carkener
Grain Commission
St. Louis Kansas City

CLOVERS
TIMOTHY
MILLETS
SEEDS
KAFFIR CORN DRIED PEAS
S. G. COURTEEN
MILWAUKEE WISCONSIN

THE GALE BROS. CO.
CINCINNATI, OHIO
WANT YOUR BUSINESS
GRAIN—HAY—FEED
TRY US

CONSIGNING ANY GRAIN TO

BUFFALO?

TRY

DUDLEY M. IRWIN

1117 Chamber of Commerce, BUFFALO, N. Y.



Elevator Buckets

¶ Salem Buckets fill easily, carry maximum load, and empty clean. Notice rounded corners and general shape. The best Elevator Bucket for all kinds of Grain and Mill Products. ¶ Made in more sizes and gauges than any other Bucket on the market. We fill orders promptly from the large stock which we carry.

Send for Catalog No. 34.

H. W. Caldwell & Son Company

NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church St.

CHICAGO, 17th St. and Western Ave.

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

AMARILLO, TEX.

Early Grain & Elvtr. Co., whol. grain, hay, seeds.
Plains Grain Co., E. S. Blasdel, grain, field seeds.

ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.

ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.*

AUGUSTA, GA.

Lamb & Hollingsworth, flour, grain, provisions.*

BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Commission Co., grain commission.
Blackburn & Co., C. P., grain recvrs., exporters.*
Clark & Sons, Thos. S., grain receivers.*
Dennis & Co., grain merchants.*
England & Co., Chas., grain, hay.*
Pahey & Co., John T., grain receivers & expts.*
Gill & Fisher, receivers and shippers of grain.*
Hammond, Snyder & Co., Inc., receivers, expts.*
Hax & Co., G. A., grain, hay, seeds.*
Herzer & Son, Gustav, grain, seeds, hay.*
Jones & Co., H. C., grain and hay.*
Lederer Bros., grain receivers.*
Manger & Co., J. A., grain, seeds, hay.*
Robinson & Jackson, commission merchants.*
Steen & Bro., E., hay and grain.*

BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.*

BINGHAMTON, N. Y.

Empire Grain & Eltr. Co., grain feed shippers

BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.
Hasenwinkle Grain Co., grain brokers.
Slick & Co., L. E., buyers and shippers.

BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage, com'n.*
McLean-Alpine Co., The, hay and grain.
Ranlet Co., The D. W., grain and mill feed.

BOURBON, IND.

Delp Grain Co., E. E., grain and mill feed.

BUFFALO, N. Y.

Corn Exchange Members.

Alder-Stofer Grain Co., grain commission.*
Buffalo Cereal Co., grain.*
Burns Grain Co., grain commission.
Churchill Grain & Seed Co., buyers, shippers.*
Electric Elevators & Mfg. Co., recvrs. and shippers.*
Harold, A. W., grain, barley a specialty.
Heathfield & Co., Inc., W. G., strictly commission.
Heinold, John G., grain and feed.
Irwin, Dudley M., barley.
Pratt & Co., grain commission.*
Ratcliffe, S. M., consignments solicited.
Spann Grain Co., O. G., gn. com., barley a spec'ly.
Townsend-Ward Co., grain commission.*
Urmston Grain Co., grain commission.

CAIRO, ILL.

Board of Trade Members.

Antrim & Co., H. S., receivers and shippers.*
Halliday Elevator Co., corn, oats.*
Hastings Co., Samuel, receivers and shippers.
Magee Grain Co., grain.*
Thistlewood & Co., grain and hay.

CEDAR RAPIDS, IA.

Cedar Rapids Grain Co., receivers and shippers.

CHAMPAIGN, ILL.

Baldwin & Co., H. I., grain brokers.
Edwards, A. H., grain broker.
Johnson & Co., C. E., grain brokers.

CHICAGO, ILL.

Board of Trade Members.

Armour Grain Co., grain buyers.*
Bailey & Co., E. W., grain commiss'n merchants.*
Barrell & Co., Finley, grain, stocks, provisions.*
Bennett & Co., Jas. E., commission merchants.*
Calvin & Co., Wm. H., grain brokers.
Carhart Code Harwood Co., grain commission.*
Crighton & Lasier, grain commission.*
Cummings Grain Co., R. F., grain merchants.
Delany, Frank J., commission merchant.
Dole & Co., J. H., grain and seeds.*
Fitch & Co., Walter, W. K. Mitchell, Mgr.*
Fraser Co., W. A., grain commission.*
Freeman & Co., Henry H., grain, hay, straw.
Gerstenberg & Co., grain, seeds.*
Holt & Co., Lowell, commission, grain and seeds.
Hooper Grain Co., receivers, shippers.*
Lamson Bros. & Co., consignments solicited.*
McKenna & Rodgers, commission merchants.*
Merritt Co., W. H., grain, seeds.*

CHICAGO—Continued.

Nash-Wright Grain Co., grain, prov., seeds.
Nye & Jenks Gr. Co., commission merchants.
Paynter, H. M., grain and field seeds.
Perrine & Co., W. H., grain and commission.
Press & Co., W. G., grain, provisions, stocks, etc.
Quaker Oats Co., buyers of grain.
Quinn, Geo. B., grain commission.
Rang & Co., Henry, grain commission.
Re Qua Brothers, grain commission.*
Rogers & Bro., H. W., grain and seeds.
Rogers Grain Co., buyers and shippers.
Rosenbaum Bros., receivers, shippers.*
Rosenbaum Grain Co., J., receivers and shippers.
Rumsey & Company, grain commission.*
Sawers Grain Co., grain commission.*
Schiffin & Co., P. H., commission.*
Shaffer & Co., J. C., buyers and shippers.*
Sincere & Co., Chas., N. Y. stocks, Chicago grain.
Somers, Jones & Co., grain and field seeds.*
Thayer & Co., Clarence H., commission.*
Udike Commission Co., grain commission.*
Wagner Co., E. W., receivers and shippers.*
Ware & Leland, grain seeds.
Wilson & Co., B. S., grain commission.

CINCINNATI, O.

Chamber of Commerce Members.

Allen & Munson, grain, hay, flour.*
Bender, A., grain, brokerage & com'n.
Blumenthal, Max, grain, barley a specialty.*
Brown & Co., W. L., consignments.
Cincinnati Grain Co., commission merchants.
Collins & Co., grain commission.*
Ellis & Fleming, grain and hay.*
Emrick Co., C. S., grain and hay.
Fenger Grain Co., grain, hay and feed.*
Fitzgerald Bros. Co., strictly commission.*
Gale Bros. Co., grain, hay, feed.*
Gray, Ralph, receiver and shipper.
Howard, H. W., grain and hay.
Kramer, W. H., grain and hay.
Maguire & Co., grain, hay commission.
McQuillan & Co., grain, hay and feed.*
Perin Bros., millers and grain merchants.*
Richter Gr. Co., grain, hay, flour, feed.
Schmidt & Walker Co., white corn goods.*
Stafford & Gale, grain and hay.
Trent Mfg. Co., receivers and shippers.
Union Gr. & Hay Co., grain buyers & commiss'n.*
Van Luenen & Co., Paul, consignments.*
Van Luenen Co., The, grain and hay.
Weber, W. H., grain, hay and feed.
Whitcomb & Root, grain, hay, millfeed.

CLARKSBURG, W. VA.

Willis, W. W. broker, grain, hay, straw, millfeed.

CLEVELAND, O.

Abel Bros., hay, grain, feed.
Bailey, E. I., grain and millfeed.*
Bennett, W. A., receivers grain, hay & millfeed.
Cleveland Grain Co., The, receivers and shippers.*
Gates Elevator Co., receivers and shippers.
Kemper, J. F., grain, hay and millfeed.
Sheets Bros.' Eltr. Co., The, grain, hay, straw.
Shepard, Clark & Co., grain, hay and straw.
Star Eltr. Co., receivers, grain, hay, straw.
Strauss & Co., H. M., grain, seeds, hay straw.*

COLORADO SPRINGS, COLO.

Seldomridge Grain Co., grain dealers.

CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seeds.*

CUMBERLAND, MD.

Marley & Co., grain and hay distributors.

DANVILLE, ILL.

McConnell, R. B., grain dealer.

DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.*
Van Luenen & Co., Paul, consignments.

DENVER, COLO.

Board of Trade Members.

Ady & Crowe Mercantile Co., grain, hay.*
Crescent Mill & Eltr. Co., flour and grain.
Longmont Farms Mill & Eltr. Co., flour, grain.
Scott, E. E., broker grain, cottonseed meal, bags.

DES MOINES, IA.

Lockwood Grain Co., B. A., grain & millfeeds.*
Squires Grain Co., S. E., grain merchants.*
Taylor & Patton Co., buyers and shippers.*

DETROIT, MICH.

Board of Trade Members.

Dumont, Roberts & Co., receivers, shippers.*
Lapham & Co., J. S., recvrs. & shippers of grain.*
Simmons & Co., F. J., grain recvrs. & shippers.*

EVANSVILLE, IND.

Small & Co., W. H., field seeds, grain and hay.

FORT WAYNE, IND.

Egley-Doan Eltr. Co., grain, hay and seeds.

FORT WORTH, TEX.

Grain and Cotton Exchange Members.
Fort Worth Elevator Co., grain and storage.
King-Douglas, W., grain, feedstuff & brokerage.
Kolp, E. R. & D. C., grain and seed dealers.*
Moore-Seaver Grain Co., receivers and shippers.*
Terminal Grain Co., receivers, shippers.
Werner Wilkens Grain Co., receivers & shippers.

FOSTORIA, O.

Fostoria Grain Co., receivers & shippers of grain.*

FRANKFORT, IND.

Frank & Co., Wm., grain brokers.*

GALVESTON, TEX.

Board of Trade Members.

Fordtran, J. S., grain commission merchant.
Jockusch, Davidson & Co., grain, hay, exporters.
Wisrodt Grain Co., wholesale grain eltr., facilities.

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

INDIANAPOLIS, IND.

Board of Trade Members.

Bassett Grain Co., grain merchants.*
Boyd, Bert A., Indianapolis commission man.*
Capitol Grain Co., grain commission.
Hoosier Grain Co., grain merchants.
Jordan & Montgomery Co., wholesale grain.
Kinney Grain Co., H. E., receiver and shipper.*
Merchants Hay & Grain Co., hay and grain.
Minor, B. B., grain consignments solicited.
Mutual Grain Co., grain commission.*
Reliance Grain Co., recvrs. & ship's hay & grain.
Shotwell & Co., C. A., grain, flour, feed.
Witt, Frank A., grain commission & brokerage.

JACKSON, MICH.

Sheldon, Willis E., track buyer of grain.*
Stockbridge Elevator Co., grain, beans, hay.

KANSAS CITY, MO.

Board of Trade Members.

Benton Grain Co., screenings and seeds.
Christopher & Co., B. C., commiss'n & kaffir corn.*
Clay Grain Co., F. B., grain commission.*
Croysdale Grain Co., grain commission.
Davis & Co., A. C., grain commission.*
Denton Kuhn, Gr. Co., consignments.*
Fox-Miller Grain Co., grain for export.
Ernst-Davis Grain Co., commission.*
Fisher Com. Co., E. D., grain commission.*
Goffe & Carkner, recvrs. and shippers of grain.*
Gregg Grain Co., Mason, commission merchants.
Hinds Grain Co., The, receivers, shippers.
Hoebel Grain Co., grain commission.
Houston Carpenter Gr. Co., cash & futures, grain.
Logan Bros. Grain Co., grain commission.*
Moore-Seaver Grain Co., receivers and shippers.*
Moore-Lawless Grain Co., grain receivers.*
Morrison Grain Co., grain merchants.
Nicholson Gr. Co., W. S., grain commission.*
Norris Grain Co., grain merchants and exporters.
Roehen-Cary Grain Co., grain, flour, millfeed.*
Russell Grain Co., hay our specialty.
Shannon Gr. Co., consignments solicited.*
Steele & Co., H. H., grain and seeds.*
Terminal Elevators, receivers, shippers.*
Thresher Fuller Grain Co., grain commission.*
Vanderslice-Lynds Co., grain commission.*

KENTLAND, IND.

McCray, Morrison & Co., track buyers.*

KOKOMO, IND.

Farnsworth, F. H., grain broker.

LA FAYETTE, IND.

Heinmiller, F. G., track buyer of grain.

LITTLE ROCK, ARK.

Gordy Co., C. L., grain and millfeed brokers.

LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Grain Co., recrs. & shprs. grain.*
Brandels & Son, A., recvrs. & shippers of grain.*
Callahan & Sons, receivers and shippers of grain.
Edinger & Co., grain, hay, flour.
Farmer & Son, Oscar, hay and grain.
Menefee & Co., R. H., grain and hay.
Schuff & Co., A. C., grain and hay.
Thomson & Co., W. A., corn, oats and rye.
Verhoff & Co., H., receivers and shippers grain.*
Zorn & Co., S., grain.*

LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

MEMPHIS, TENN.

Merchants Exchange Members.

Buxton, E. E., broker and commission merchant.
Davis & Andrews Co., grain dealers.*
Horton & Co., J. B., grain & hay commission.
Jones, Lee D., grain & hay commission.*
Scruggs-Robinson Co., brokers & com. merchants.
U. S. Feed & Grain Co., grain, hay, millfeed.*
Webb & Maury, grain and hay.*
Wyatt, E. W., grain, hay and millfeed broker.

MERCER, N.O.

Alley Grain Co., oats, corn, wheat seeds.*

MIDDLE POINT, OHIO.

Pollock, H. G., track buyer of grain, hay straw.

MILWAUKEE, WIS.

Chamber of Commerce Members.

Armstrong Co., W. J., hay merchants.
Bartlett & Son Co., L., grain commission.
Donahue-Stratton Co., grain dealers.*
Ellsworth, B. G., grain consignments.
Hadden Co., E. G., grain commission mchts.*
Johnstone & Templeton, grain commission.
Kamm & Co., P. C., barley and rye.*
Lauer & Co., J. V., grain commission.*
Morris-Parry Grain Co., Grain Dealers.
Owen & Co., O. C., grain commission merchants.
Owen & Brother Co., grain commission.
Rankin & Co., M. G., shippers, corn, oats, barley.
Rialto Elevtr. Co., grain receivers & shippers.
Stacks & Kellogg, grain merchants.
Wissbeck-Grunwald Co., grain and feed.

MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Benson-Newhouse-Staback Co., grain commission.*
Cargill Commission Co., grain commission.
Carter, Sammis & Co., grain commission.
Dalrymple, Wm., grain commission, receiver.*
Davies & Co., F. M., grain commission.*
Fraser-Smith Co., grain commission.*
Getchell-Tanton Co., grain commission.
Gould Grain Co., grain merchants.
Hankinson & Co., H. L., grain commission.
Marfield Grain Co., grain commission.*
McCaull Dinsmore Co., consignments solicited.*
McDonald & Wyman, grain commission.*
Minnesota Grain Co., grain commission.*
Nicholls & Taylor, grain consignments.
Poehler Company, H., grain commission.*
Quinn Shepherdson Co., grain commission.*
Ribbeldatter Co., J. H., grain com'n merchants.*
Stair, Christensen & Timmerman, gr. commission.*
Stinson-Tenney Co., grain commission.
Turle & Co., grain commission.
Van Dusen-Harrington Co., grain merchants.*
Welch Co., E. L., grain commission.*
Wernli-Anderson Co., grain commission.
Wyman & Co., C. C., grain commission.*
Zimmerman, Otto A., barley specialist.*

MONTGOMERY, ALA.

Dahlberg Brokerage Co., Inc., brokers and dealers.

NASHVILLE, TENN.

Rose, Caswell E., corn, oats, hay, feedstuffs.

NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

NEW CASTLE, PA.

Hamilton, C. T., hay, straw, grain, millfeed, pro.

NEW ORLEANS, LA.

McInnis, A. H., broker, grain, hay, cottonseed pdts.

NEW YORK CITY.

Produce Exchange Members.

Cushing & Brandt, grain commission, buyers.*
Forbell & Co., L. W., grain commission.*
Keusch & Schwartz Co., oats, corn, wheat.
Robinson, G. B., Jr., grain and millfeeds.

NORFOLK, VA.

Cofer & Co., J. H., wholesale grain.
LeGrand & Burton, grain and hay brokers.*

NORTH MANCHESTER, IND.

Kinsey Bros., grain, hay & seed merchants.

OKLAHOMA CITY, OKLA.

Hanna Grain Co., grain, hay, seeds, alfalfa meal.
Kolp, E. R. & D. C., grain and seed dealers.
Perkins Grain Co., W. L., grain and hay dealers.

OMAHA, NEB.

Grain Exchange Members.

Beal-Vincent Grain Co., receivers, shippers.*
Cavers Elevator Co., receivers and shippers.*
Crowell Elevator Co., recvrs., shippers.*
Huntley, E. E., broker.
Imperial Mfg. Co., grain consignments.
McCaull-Dinsmore Co., grain.
Merriam Commission Co., consignments.
Nebraska-Iowa Gr. Co., consignments a specialty.*
Omaha Ele ator Co., receivers, shippers.*
Peterson & Gloe Gr. Co., receivers & shippers.
Roberts Gr. Co., Geo. A., grain dealers.
Saunders-Westrand Co., receivers and shippers.
Taylor Grain Co., brokers.*
Thresher, E. R., grain broker.
United Grain Co., grain commission.
Uppike Grain Co., grain commission.
Weekes Grain Co., receivers and shippers of grain.
Welsh Grain Co., grain and hay commission.

PEORIA, ILL.

Board of Trade Members.

Arnold & Co., F. W., grain consignments solicited.
Bowman & Co., Geo. L., grain commission.
Huckley, Pursley & Co., grain and seeds.*
Dewey & Sons, W. W., grain commission.*
Feltman, C. H., grain commission.
Grier & Co., T. A., grain commission.
Miles, P. B. & C. C., grain commission.*
Mueller Grain Co., receivers and shippers.*
Rumsey, Moore & Co., grain receivers.*
Tyng, Hall & Co., grain commission.*

PHILADELPHIA, PA.

Commercial Exchange Members.

Barlinger, M. F., grain and millfeed.*
Brazier, W. P., Mgr., Finley Bartwell & Co.
Belp Grain Co., E. E., grain and millfeeds.*
Dunwoody Co., Ed., flour, grain, feed.*
Lemont & Son, E. K., hay, grain, millfeed.*
Miller & Sons, L. F., grain, seeds, hay.*
Sultz & Co., J. B., grain and feed.*
Richardson Bros., grain, flour, millfeeds.*
Richardson, Edw. M., grain and feeds.
Standard Hay & Grain Co., grain, hay & straw.
Stites, A., Judson, grain and millfeed.

PIQUA, OHIO.

Kress Co., The Harry W., trk. buyers, gr. & hay.*

PITTSBURG, PA.

Members Grain and Hay Exchange.

Armstrong & Clark, grain, hay & millfeed.*
Austin Bros., grain, hay and millfeed.*
Elwood & Co., R. D., hay and grain.*
Foster, C. A., grain, hay, feed.*
Geidel & Dickson, grain and hay.*
Hardman & Heck, grain, hay and millfeed.*
Heck & Co., W. F., grain, hay and millfeed.
Herb Bros. & Martin, grain and hay.*
Mahood Hay & Grain Co., hay, corn & oats.*
McCaffrey's Sons Co., Daniel, hay, gr'n, millfeed.*
McCague, R. S., grain, hay.*
Smith & Co., J. W., grain, hay, feed.*
Stewart, D. G., & Geidel, grain, hay and feed.*
Walton Co., Sam'l, grain and hay.*

PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

PUEBLO, COLO.

McClelland Met'l I. & R. Co., grain, hay & feed.

RICHMOND, VA.

Adams Gr. & Prov. Co., grain, feeds, seeds.
Beveridge & Co., S. T., grain, hay, feeds, seeds.
Fairbank & Co., S. G., grain, hay, seeds.
Southern Brokerage Co., grain, hay, feeds & seeds.

SAGINAW, MICH.

Carr Co., Henry W., grain, hay, beans, seeds.

SAN ANTONIO, TEXAS.

Lupton Gr. Co., R., whol. grain & cottonseed pdts.

SIoux CITY, IOWA.

Board of Trade Members.

Fields & Slaughter Co., grain, hay and feed.
Iowa-Dakota Gr. Co., grain & com. merchants.

SIoux FALLS, SO. DAK.

German Grain Co., buyers and shippers.

ST. JOSEPH, MO.

Gordon Comm. Co., T. P., grain dir. and broker.*
Musterman & Co., Wm., grain, hay, recvrs., shprs.

ST. LOUIS, MO.

Merchants Exchange Members.

Connor Bros. & Co., grain.*
Eaton McClellan Com. Co., grain and hay.*
Elmore Schultz Gr. Co., recvrs. & shprs, grain.
Goffe & Carlsner Co., grain commission.*
Graham & Martin Grain Co., grain commission.
Green Commission Co., W. L., grain.*
Kennedy Grain Co., receivers, shippers.
Langenberg Bros. & Co., grain commission.*
Morton & Co., grain, hay and seeds.
Nanson Commission Co., grain commission.*
Pendleton Grain Co., grain merchants.
Picker & Beardsley Com. Co., grain & grass seed.*
Powell & O'Rourke, receivers, shippers.*
Toberman, Mackey & Co., consignments solicited.

SPRINGFIELD, ILL.

Duval & Gyles, grain brokers.

TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.*

TIPTON, IND.

Urmston Grain Co., receivers and shippers.

TOLEDO, O.

Produce Exchange Members.

Central Grain Co., The, buyers and shippers.
Goemann Grain Co., grain buyers.*
King & Co., C. A., grain, clover seed.*
Southworth & Co., grain commission.*
Wickenhiser & Co., John, recvrs. & shippers, of gr.
Zahn & Co., J. F., grain, seeds.*

TOPEKA, KAN.

Norton-Grain Co., milling wheat a specialty.

TRINIDAD, COLO.

Bancroft-Marty Feed & Produce Co., hay & grain

WASHINGTON, D. C.

Craig, J. V., hay and grain broker.*

WICHITA, KANS.

Board of Trade Members.

Baldwin-Barr Gr. Co., receivers & shippers.
Keith Gr. Co., N. H., brokers & commission.
Woodside-Smith Gr. Co., receivers & shippers.

WINFIELD, KANS.

Head Grain Co., grain, millfeed, seeds.

*Members Grain Dealers National Association.

TOLEDO PRODUCE EXCHANGE MEMBERS

JOHN WICKENHISER & CO.

Wholesale Grain Dealers
TOLEDO, OHIO

We make track bids and quote delivered prices.
Solicit consignments of Grain and Clover Seed.
Members Toledo Produce Exchange and Chicago
Board of Trade

WE BID

for wheat each day
in the Toledo Daily
Market Report.

Yours for the asking

Southworth & Company TOLEDO,
OHIO

WHEN "SEEDY"

Try

C. A. KING & CO.
Toledo Leads World

PITTSBURGH GRAIN AND HAY EXCHANGE MEMBERS

As Far Back as 1872

D. G. Stewart & Geidel offered the best service on consignments of grain and hay to Pittsburgh. It is the close personal attention and their experience and ability that maintains that same reputation today. Built upon over forty years of active service. Consign to

D. G. STEWART & GEIDEL
Pittsburgh, Pa.

*Proprietors of the
Iron City Elevator.
The only fireproof
one in Pittsburgh.*

GRAIN
AND
HAY
TO

CAIRO BOARD OF TRADE MEMBERS

Magee Grain Company

GRAIN

Delta Elevator

CAIRO, ILL.

CERTIFICATE OF WEIGHT

FORM 88 is designed for making a certified statement of the weight of a car of grain and the condition of the car. It has spaces for Date, Car No., Initial, Date Loaded, Number of Pounds, Kind of Grain, Seal Record, Firm Name and Weigher. These forms are duplicating and are check bound, 75 originals and 75 duplicates in each book. The original forms are printed on bond paper and are machine perforated so that they will tear out readily. The duplicates remain in the book as permanent record. The certificates are numbered in duplicate. Size 8½x4½ inches. Price with four sheets of carbon paper, 75 cents.

GRAIN DEALERS JOURNAL,

315 So. La Salle Street, Chicago, Ill.

Halliday Elevator Company

Cairo, Illinois

SERVICE

Branch Office, 620 Pierce Building, St. Louis, Missouri

Write — Wire — Phone

Want Your Consignments.

Buy on Direct Bids.

PITTSBURGH

The recent decision of the Interstate Commerce Commission, removing the discrimination in the rate on iron ore from the Lower Lake Ports to Pittsburgh, Pa., is of the greatest importance to the business interests in the Pittsburgh district and preserves to the Iron and Steel trade the supremacy which rightfully belongs to this district.

Prosperity in the Iron and Steel trade means a larger consumption of grain and hay.

Prosperity to the Pittsburgh District means prosperity to grain and hay shippers.

If you have grain and hay to sell, ship it to Pittsburgh.

If you desire to buy grain or hay, address any of the following firms.

Armstrong & Clark
Austen Bros.
Elwood & Co., R. D.
Foster, C. A.
Geidel & Dickson
Hardman & Heck
Heck & Co., W. F.

Herb Bros. & Martin
Mahood Hay & Grain Co.
McCaffrey's Sons Co., Daniel
McCague, R. S.
Smith & Co., J. W.
Stewart D., G., & Geidel
Walton Co., Samuel

ST. LOUIS MERCHANTS EXCHANGE MEMBERS

RECEIVERS
W. L. GREEN COMMISSION CO.
ST. LOUIS
SHIPPERS
EXPORTERS

CONNOR BROS. & CO.
Receivers and Shippers of
GRAIN AND HAY
Screenings
ST. LOUIS and CHICAGO
Future orders executed. ST. LOUIS

Toberman, Mackey & Co.
Receivers and Shippers of
HAY AND GRAIN
"Eight Years in Business and Leads Them All."
Can handle your Consignments at St. Louis and Kansas City.
ST. LOUIS KANSAS CITY

GOFFE & CARKENER CO.
105-107 Merchants Exchange
RECEIVERS
GRAIN, HAY & SEEDS
SAINT LOUIS
W. C. GOFFE
G. S. CARKENER
G. C. MARTIN, JR.
K. C., MO., Office,
101-102 Board of Trade

MORTON & CO.
GRAIN - HAY - SEEDS
COMMISSION ONLY
Merchants Exchange, ST. LOUIS, MO.

Mention This Journal When you write to any of our Advertisers; you'll get a prompt reply.

WE CAN
furnish your needs in this and any other markets in any phase of the grain business.
IF YOU
will furnish us with your order or your **CONSIGNMENTS** we guarantee satisfaction.
Elmore-Schultz Grain Co.
Consignments Solicited.
433 Pierce Bldg. ST. LOUIS, MO.

PERFECT SERVICE is, has been and always will be our chief aim.
EATON-McCLELLAN
COMMISSION CO.
Merchants Exchange
ST. LOUIS, MO.
GRAIN, SEEDS and HAY

"THE
Consignment House
OF
ST. LOUIS"
FOR THE SALE OF
GRAIN, HAY, AND GRASS SEEDS
PICKER & BEARDSLEY
COMMISSION COMPANY
118 NORTH MAIN ST.

Powell & O'Rourke
Receivers and Shippers of
GRAIN
St. Louis Missouri

Nanson Commission Co.

(INCORPORATED)

GRAIN AND HAY

Write us for full
information on
St. Louis Markets

202 Chamber of Commerce
ST. LOUIS

Consignments
a Specialty

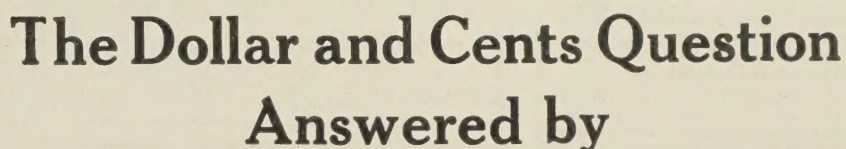
NEW YORK PRODUCE EXCHANGE MEMBERS

L. W. FORBELL & CO. COMMISSION MERCHANTS
GRAIN AND MILL FEED; OATS A SPECIALTY
Consignments Solicited. 342 Produce Exchange
NEW YORK CITY

Kensch & Schwartz Co., Incorporated
Produce Exchange, New York

Judicious Advertising as Irresistible as Niagara
The Journal Continuously Demonstrates It

CUSHING & BRANDT
CONSIGNMENTS SOLICITED
COMMISSION MERCHANTS
BUYERS OF CASH GRAIN
WE BUY HOT CORN
Make us offers, will always respond
MEMBERS
NEW YORK PRODUCE EXCHANGE
CHICAGO BOARD OF TRADE
BUFFALO CORN EXCHANGE
NATIONAL GRAIN DEALERS ASSOCIATION
424 PRODUCE EXCHANGE, NEW YORK



CINCINNATI

Consider the possibility of great variation of price that could occur during greater time of transit.

send the next and succeeding cars to the "Queen City of the West"

Kramer, W. H.—Hay and Grain
Maguire & Co.—Hay, Grain, Commission
McQuillan & Co.—Grain, Hay and Feed
Perin Bros.—Millers and Grain Merchants
Richter Grain Co.—Grain, Hay, Flour, Feed
Schmidt & Walker Co.—White Corn Goods
Stafford & Gale—Grain and Hay
Trent Milling Co.—Receivers and Shippers
Union Grain & Hay Co.—Grain Buyers
Van Leunen & Co., Paul—Grain Commis'n
Van Leunen Co., The—Hay and Grain
Weber, W. H.—Grain, Hay, Feed
Whitcomb & Root—Hay, Grain, Mill Feed.

KANSAS CITY BOARD OF TRADE MEMBERS

R. J. THRESHER, Pres. L. A. FULLER, Secy.

Thresher Fuller Grain Co.
Grain Commission Merchants
Consignments SolicitedGrain Bought and Sold for Future Delivery
310-311 Board of Trade KANSAS CITY, MO.**HOEBEL GRAIN CO.**Consign Your Grain to a
Strictly Commission Firm
KANSAS CITY, MISSOURIWe Have Real Selling Ability.
Use it for your Consignments.**W. S. NICHOLSON GRAIN CO.**

Established 1895

310 Board of Trade KANSAS CITY

A. C. DAVIS & CO.Grain Commission
Mill orders a specialty
Consignments and Future Orders Solicited
KANSAS CITY, U. S. A.**Moore-Lawless Grain Co.**Conscientious Service on Consignments
KANSAS CITY MISSOURI**ROAHEN-CARY GRAIN CO., Wichita, Kas., Kansas City, Mo.**

Consign us your first car on the new crop. Others will follow.

KAFFIR CORN
MILO MAIZE **GRAIN**CANE AND OTHER FIELD SEEDS
B. C. CHRISTOPHER & CO.
Consignments and Orders Solicited
Grain Bought and Sold for future delivery
316 to 321 Board of Trade
KANSAS CITY, MO.**K**ansas City's
onsignment
Company
**ERNST-DAVIS
GRAIN COMPANY**Special Attention
Given FuturesMEMBERS
Kansas City Board of Trade.
Chicago Board of Trade.
St. Louis Merchants Exchange.**HAY THERE!
GRAIN TOO**Russell Grain Co.
Kansas City, Mo.**SHANNON GRAIN CO.**Consignments Solicited
KANSAS CITY, MISSOURIA Want Ad in the JOURNAL
printed,
Brings Business, Gets Results
Unstinted.**No Vacation
Worries**Leave Your Orders for Scattered
Shipment**Corn and Oats****MOORE-SEAVER GRAIN CO.**

Kansas City, Mo.

GET THE
New Robinson's Cipher
Revised Edition
with 1912 SupplementAn absolute necessity to every grain dealer in
active business today. Do not waste money by
trying to do business with out of date editions.Printed on good paper, bound in
full leather with gilt edges,
\$2.00. Cloth \$1.50.GRAIN DEALERS JOURNAL
315 So. La Salle St., CHICAGO, ILL.**GRAIN CONTRACTS**Form 10 is a duplicating contract book,
containing 100 original and 100 duplicate con-
tracts for contracting the purchase of grain
from farmers; originals and duplicates are
printed on bond paper of different colors, with
spaces on the back of the leaf for entering
grain delivered on the contract. By using a
sheet of carbon paper between the original
and the duplicate, each entry on one is dupli-
cated on the other. The contracts are num-
bered in duplicate. Check bound, size 5¼ x 8½
inches. Machine perforated. Price with four
sheets of carbon paper, \$1.00.**GRAIN DEALERS JOURNAL**
315 S. La Salle Street Chicago, Ill.

INDIANAPOLIS BOARD OF TRADE MEMBERS

The Mutual Grain Co.INDIANAPOLIS, IND.
COMMISSION and BROKERAGE
Best of attention given each shipment
Your Consignments Solicited**The Bassett Grain Co.**Indianapolis, Indiana
616 Board of Trade Building
Phones 80GET OUR FIRM PRICES ON
Sound Yellow Ear Corn
Official Weights and Inspection. Prompt returns.
We don't work on shippers capital. Write us.
MERCHANTS HAY & GRAIN CO.
INDIANAPOLIS, IND.**Jordan & Montgomery Co.**
WHOLESALE GRAIN623 Board of Trade Bldg. Both Telephones 18
We operate our own Terminal Elevator
at Indianapolis.
INDIANAPOLIS INDIANA**TRY
Hoosier Grain Co.**
Strictly COMMISSION and BROKERAGE614 Board of Trade Building
Both Phones 883 INDIANAPOLISIt is the returns from advertising that
permits the maximum of service to our
readers. Please specify the **Grain
Dealers Journal** when writing an
advertiser.

CHICAGO BOARD OF TRADE MEMBERS

PHILIP H. SCHIFFLIN President
EUGENE SCHIFFLIN Sec'y and Treas.

Philip H. Schiffin & Co.
(INCORPORATED)

Commission Merchants
GRAIN, SEEDS and PROVISIONS

515-518 Postal Telegraph Bldg.
Tel. Harrison 833 CHICAGO, ILL.

THE success of the present
Rosenbaum Brothers
organization rests upon the
confidence of the grain dealers
in its salesmanship, its methods
and its business integrity. We
are exponents in the broadest
sense of "The Square Deal."

ROSENBAUM BROTHERS

"THE RESULT GIVERS"

77 Board of Trade Chicago, Illinois

Receivers and Shippers
OF

**Grain
Seeds**

Provisions

E. W. BAILEY & CO.

Commission Merchants

72 Board of Trade Chicago, Ill.

**DO YOU KNOW
"TIMBERLAKE SELLING?"
TRY IT!**

On Low Grades as well as Good Grain
You will be Pleased with the Results.

B. S. WILSON & CO. 1118-1119 Royal Insurance Bldg.
CHICAGO, ILL.

C. H. THAYER & CO.

Your Consignments and
Future Orders Solicited

175 W. Jackson Blvd. - CHICAGO

Henry H. Freeman & Co.

COMMISSION MERCHANTS
GRAIN HAY STRAW

66 BOARD OF TRADE, CHICAGO

REQUA BROTHERS
CHICAGO

Stands for Prompt Returns, undi-
vided attention to selling Consig-
nments. Give us a Trial.

FRANK E. GULICK, Manager Rec. Dept.

Good Execution Keeps Customers
Keeping Customers is Our Business

W. G. PRESS & CO.

GRAIN, PROVISIONS, STOCKS

175 W. Jackson Blvd., CHICAGO

Write for Daily Market Report
Mailed free.

35 Years Active Members Chicago
Board of Trade

Wm. Simons
President & Treas.

Consignments
Solicited
We place
grain to
arrive.

Geo. L. Stebbins
Secretary



Warren T. McCray
Vice-President

Future
orders
given
personal
attention.

Edgar E. Rice
W. A. Werner
Representatives

JAMES H. RAWLEIGH
President

ALBERT L. WAYNE
Vice-President and Treasurer

EDWARD ANDREW
Secretary

NASH-WRIGHT GRAIN COMPANY

COMMISSION MERCHANTS
GRAIN AND PROVISIONS

717-720 Postal Telegraph Building, CHICAGO

Long Distance Telephone Harrison 2379

CHICAGO BOARD OF TRADE MEMBERS

If increased efficiency were possible

that **service** would be offered on

CONSIGNMENTS

By

J. H. DOLE & CO.

**Chicago,
Illinois**

Serving three
generations of
Shippers.

At it since
1852

WALTER FITCH LEEDS MITCHELL W. K. MITCHELL JOHN H. ASHUM
WALTER FITCH & COMPANY
MAKE A SPECIALTY OF CONSIGNMENTS
AND ALSO SOLICIT ORDERS FOR FUTURES
651-59 Insurance Exchange, CHICAGO

HENRY RANG & CO.
GRAIN AND SEEDS
Barley a Specialty

CONSIGNMENTS SOLICITED
230 S. La Salle Street CHICAGO
Traveling Representatives } W. R. HYDE
J. R. MURREL

Hooper Grain Co.

**OAT
SHIPPERS**

Operate Atlantic and Grand
Trunk Western Elevators
Chicago

ST LOUIS PEORIA
W. A. FRASER Co.
Consignments and
Future Delivery Orders Solicited
Suite 715 Royal Ins. Bldg. CHICAGO

W. H. MERRITT CO.
Grain Buyers and Shippers
CORRESPONDENCE SOLICITED
87 Board of Trade, Chicago, Ill.

WE ARE LONG
Experience, Energy and Ability
ARE YOU SHORT RESULTS
Send us your Hedges and Con-
signments and be satisfied.

W. H. PERRINE & CO.
(Incorporated)
GRAIN AND PROVISIONS
311-314 Postal Telegraph Bldg., CHICAGO

CONSIGNMENTS

Always Given Prompt Attention; Future
Orders Carefully Executed

Our organization is complete. We
will aim to serve you well.

UPDIKE
Commission Company
Postal Telegraph Building, Chicago

J. ROSENBAUM GRAIN CO.
(INCORPORATED)
GRAIN MERCHANTS
Correspondence Solicited
KANSAS CITY CHICAGO

J. Herbert Ware
Edward F. Leland
CONSIGN
your Grain and Seeds, and
send your orders for **GRAIN,**
PROVISIONS and **STOCKS** to
Ware & Leland
160 WEST JACKSON BLVD.
Royal Insurance Bldg., CHICAGO
Long Distance Phones
Wabash 3262
Your Interests Are Our
Interests

Lamson Bros. & Co.
ESTABLISHED 1874
Commission Merchants
**Grain Consignments
Solicited**
Also future delivery orders on all ex-
changes.
Grain — Provisions — Stocks — Cotton
6 Board of Trade CHICAGO

CHICAGO BOARD OF TRADE MEMBERS

SOMERS, JONES & Co.

COMMISSION MERCHANTS

GRAIN AND FIELD SEEDS

Consign your **GRAIN** and **SEEDS** to us for close personal attention and best possible results. We are fully prepared to give the best of service on consignments and on orders for future delivery

Ship us that next car.

Send for our market letters.

CHICAGO
MILWAUKEE
MINNEAPOLIS

Make drafts on us and address all correspondence to us at

82 Board of Trade, CHICAGO.

RUMSEY & COMPANY

RECEIVERS OF RESPONSIBILITY & CONSIGNMENTS OF CONSERVATISM
CHICAGO

H. W. Rogers, Pres. J. C. Rogers, Vice-Pres.

ROGERS GRAIN COMPANY

Buyers and Shippers of Grain.

References: Corn Exchange National Bank
First National Bank.

522 Western Union Building CHICAGO

H. W. Rogers J. C. Rogers

H. W. ROGERS & BRO.

GRAIN, SEED AND PROVISIONS
COMMISSION MERCHANTS

522 Western Union Bldg. CHICAGO

ARMOUR GRAIN COMPANY

CONSIGNMENTS SOLICITED

We are Fully Equipped in Every Way to Give Best Service In Chicago

137 S. LA SALLE ST.

CHICAGO

H. M. PAYNTER

Grain Commission—Correspondence Solicited.

522 Western Union Bldg., Chicago

All business transacted thru H. W. Rogers & Bro.

Nye & Jenks Grain Co.

Grain and Commission Merchants

907-913 Postal Telegraph Bldg.

CHICAGO ILL.

FINLEY BARRELL
PETER J. MALONEY

FREDERICK C. ALDRICH
BENJAMIN BLOCK

Finley Barrell & Co.

GRAIN
PROVISIONS
STOCKS

The Rookery

CHICAGO

THE QUAKER OATS Co.

MILLERS

WHEAT CORN OATS BARLEY RYE

SEND SAMPLES

1600 RAILWAY EXCHANGE
GRAIN DEPARTMENT

Chicago

CLARK'S Car Load Grain Tables

Seventh Edition Revised and Enlarged

WITH these tables you can quickly check up all reductions and detect and prevent errors, which in the car lot business are liable to run into the hundreds of bushels.

Largest and most complete car load reduction table ever published. Five new tables have been added and a set of tables for Malt is included in this new edition. RANGE—Oats and Cotton Seed (32 lbs.), 7 tables, from 20,000 to 97,000 lbs. Malt (34 lbs.), 5 tables, from 20,000 to 75,000 lbs.

Barley, Buckwheat and Hungarian Grass Seed (48 lbs.), 7 tables, from 20,000 to 97,000 lbs. Corn, Rye and Flax Seed (56 lbs.), 9 tables, from 20,000 to 118,000 lbs. Wheat, Clover, Peas and Potatoes (60 lbs.), 9 tables, from 20,000 to 118,000 lbs. The number of bushels in any weight of grain within the numbers specified above are given in bold face type, the remaining pounds in light face type. Pounds are printed in red and bushels in black.

PAPER—These tables are printed on durable heavy linen ledger paper and bound in leather covers with marginal index Price, delivered, \$2.50.

GEO. B. QUINN

GRAIN COMMISSION

65 Board of Trade CHICAGO
Telephone Harrison 571

You Know

You want to do business with the grain shippers. Tell them so. The Grain Dealers Journal reaches them.

GRAIN DEALERS JOURNAL 315 So. La Salle St., CHICAGO ILLINOIS

CHICAGO BOARD OF TRADE MEMBERS

Telephone, Harrison 5563
Automatic 51412

Owners and Operators of the
Norris Elevator, Chicago

NORRIS & COMPANY

Grain Merchants

Suite 40, Board of Trade, Chicago

CONSIGNMENTS AND HEDGING ORDERS SOLICITED

FRANK W. HOTCHKISS—HOWARD LIPSEY
Managers Domestic Shipping and
Receiving Department

BRANCH OFFICES:
Winnipeg Montreal Baltimore
Also Norris Grain Co., Kansas City, Wichita

PHILADELPHIA COMMERCIAL EXCHANGE MEMBERS

From YOU to the Eastern Retailer
there is only ONE profit, if you
consign to Lemont.

E. K. LEMONT & SON
388-90 Bourse Bldg. Philadelphia, Pa.

CORN and oats in split cars find a
ready market here.

M. F. BARINGER THE BOURSE 502-3-4 PHILADELPHIA

E. E. DELP GRAIN CO.

ELEVATOR AND MILLS
BOURBON, INDIANA

Eastern Office, - Philadelphia, Pa.

L. F. MILLER & SONS Receivers and Shippers of
GRAIN, FEED, SEEDS, HAY, ETC.
CONSIGNMENTS SOLICITED Office 2931 N. Broad Street, PHILADELPHIA, PA.

PEORIA BOARD OF TRADE MEMBERS

MUELLER GRAIN COMPANY

Receivers and Shippers

GRAIN & HAY

Consignments Solicited. Track Bids Made on Request
Room 39 Chamber of Commerce, Peoria, Ill.

RUMSEY, MOORE & CO.

GRAIN COMMISSION

Board of Trade PEORIA, ILL.

Your Consignments solicited—Personal attention—
Quick Returns to all. Ask for Our Bids

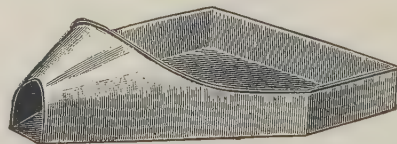
BUCKLEY, PURSLEY & CO.

Commission Merchants
GRAIN AND SEEDS
10 Chamber of Commerce, PEORIA, ILL.

GEO. L. BOWMAN & CO.

GRAIN COMMISSION

PEORIA, ILLINOIS



GRAIN SAMPLE PAN For Examining Samples of
Grain and Seeds
Made of Aluminum, strong, light and well made
Will not Rust or Tarnish
Grain Size, 2½x12x16½" \$1.50 Seed Size, 1½x9x11" \$1.25
GRAIN DEALERS JOURNAL, La Salle Street, CHICAGO

MINNEAPOLIS CHAMBER OF COMMERCE MEMBERS

GOULD GRAIN CO.

F. J. SEIDL

P. M. INGOLD

Consignments

A Specialty

Write for our Special Market Letter

MINNEAPOLIS, MINN.

For Good Results

Better Consign to the Old Firm

Nicholls & Taylor

MINNEAPOLIS

or

McKindley & Nicholls

DULUTH

We solicit your
CONSIGNMENTS
for
Minneapolis, Duluth,
Milwaukee, Chicago
Stinson-Tenney Co.

WANT HELP?
Then consult the "Situations Wanted"
columns of the Grain Dealers Journal.

MINNEAPOLIS CHAMBER OF COMMERCE MEMBERS

The VAN DUSEN-HARRINGTON Co.
GRAIN COMMISSION

Write for prices and samples. We solicit your consignments and futures business.

Minneapolis Winnipeg Duluth

You get just a little better service and results when you

Consign to

WERNLI-ANDERSON CO.

Minneapolis or Duluth

Consign Your Grain
To

**Cargill
Commission Company**

Good Sales Absolute Security
Quick Returns Courteous Treatment

Write for Market Letter and Barley
Posting Service.

754 Security Bank Bldg. 611 Board of Trade
MINNEAPOLIS DULUTH

Every Car Is a Trial Consignment
with

FRASER-SMITH CO.

DULUTH MINNEAPOLIS MILWAUKEE

E. L. WELCH COMPANY
GRAIN COMMISSION.
MINNEAPOLIS AND DULUTH.

J. H. Riheldaffer Co.

153 Chamber of Commerce Annex
MINNEAPOLIS

Grain Commission

Careful personal attention given to
consigned grain. We know its value.

GRAIN BOOKS

**G. F. OLSON
PRINTING
CO.**
CASH TICKETS SCALE TICKETS
STORAGE TICKETS

316-318 4th Ave. So., Minneapolis, Minn.

F. H. Davies & Co.
GRAIN COMMISSION.
MINNEAPOLIS DULUTH

SHIP TO
H. POEHLER CO.
EST. 1855
GRAIN COMMISSION
MINNEAPOLIS DULUTH

H. L. HANKINSON & CO.

GRAIN COMMISSION

Solicit Your Consignments

MINNEAPOLIS
MILWAUKEE DULUTH

PERPETUAL MOTION

is not considered possible, but

CONTINUOUS RESULTS

are made possible by consigning to

McCAULL-DINSMORE CO.

Minneapolis

Duluth

Helena, Mont.
Aberdeen, S. D.
Omaha, Nebr.
Sioux City, Ia.

BUFFALO CORN EXCHANGE MEMBERS

The Townsend-Ward Co.

Chamber of Commerce, BUFFALO, N. Y.

ALWAYS IN THE MARKET FOR
HOT or MAHOGANY CORN

Consignments Solicited Personal Attention Given

**THE CHURCHILL
GRAIN AND SEED CO.**Solicit a Share of Your
Buffalo Business.

PERSONAL ATTENTION ASSURED.

Buffalo Cereal Company

BUYERS OF

**WHITE CORN, YELLOW CORN
and WHITE OATS**

BUFFALO

NEW YORK

Alder-Stofer Grain Co.**CONSIGNMENTS
A SPECIALTY**

BUFFALO, - N. Y.

"The permanent success of our business depends on our customers' continued satisfaction. Our business has been established forty years."

PRATT & CO.

Grain Commission Merchants

Correspondence Solicited

817-829 Chamber of Commerce
BUFFALO, N. Y.**REMEMBER**When making consignments
to Buffalo, that we do a**STRICTLY COMMISSION BUSINESS****W. G. HEATHFIELD & CO.**

Members of Corn Exchange, BUFFALO, N. Y.

Electric Elevator & Milling Co.

RECEIVERS and SHIPPERS

GRAIN

Consignments Solicited

319 Chamber of Commerce, BUFFALO, N. Y.

S. M. RATCLIFFE

Grain, Hay and Straw

Chamber of Commerce, Buffalo, N. Y.

Receiver and Shipper

**URMSTON
GRAIN CO.**Personal attention given to
CONSIGNMENTSSend us a trial car; it will convince
you of the merit of our service.

Tipton, Ind. Buffalo, N. Y.

BURNS GRAIN CO.

Upon readers patronage of its
advertisers depends the success of
the *Grain Dealers Journal* work.
Will you mention it?

**A. W. HAROLD
GRAIN
BARLEY****A SPECIALTY**

717 Chamber of Commerce, Buffalo, N. Y.

OMAHA GRAIN EXCHANGE MEMBERS

**CAVERS ELEVATOR COMPANY
OMAHA, NEB.**Buy, Sell, Handle Consignments,
Grain and Hay, make Pure Corn
Chops, Sack grain, quote prices de-
livered any R. R. station.

R. PETERSEN

J. F. GLOE

PETERSEN & GLOE GRAIN CO.

Receivers and Shippers

BARLEY OUR SPECIALTY

880 Brandeis Building

OMAHA - - NEBRASKA

Imperial Milling Co. Elevator

Office, Brandeis Bldg., Omaha, Neb.

We buy and sell Grain, Sack Grain,
and Solicit Consignments.**CROWELL ELEVATOR COMPANY**

Receivers and Shippers

GRAIN

Consignments Solicited

OMAHA

Read the Advertising pages.
They contain many stories of interest.
The *Grain Dealers Journal* pre-
sents only reputable concerns.

"All We Know Is Consignments"**MERRIAM COMMISSION CO.
GRAIN**

Brandeis Bldg.

OMAHA

Omaha and the Updike Grain Co.are one to the man who has tried and
knows where and to whom to bill his**Grain Consignments****"More-than-satisfactory-service"****Consignments**Personal Attention,
Experienced Ability,
Diligent Efforts,
Satisfactory Service
Lucrative Returns.Receivers and
Shippers of Grain

Try the next car to

Saunders-Westrand**Elevator Company**

OMAHA, NEBR.

MILWAUKEE CHAMBER OF COMMERCE MEMBERS

Grain Dealers

It is no speculation to ship us your grain. It's a sure thing you will be satisfied.

L. BARTLETT & SON CO.
Milwaukee Chamber of Commerce

STACKS & KELLOGG GRAIN MERCHANTS

909-11 Railway Exchange Bldg., MILWAUKEE, WIS.
We also handle all grades of chicken feed wheat
feed barley, screenings, off-grade
and damaged grain

TRY
M. G. RANKIN & CO.
on consignments of
Barley, Rye, Corn, Oats
First Floor, Chamber of Commerce
MILWAUKEE

Quotation Record

is sheets of bond paper ruled to facilitate keeping a daily record of the market prices of options on 'Change. Each sheet or chart is headed "Board of Trade Quotations for the Week Commencing Monday—, 190—." Each sheet has twelve columns provided for different options, four for Wheat, four for Corn and four for Oats; also spaces for the market on each at 9:30, 10:30, 11:30 and 12:30 and the close, as well as the closing price the previous week.

As a handy reference record of market prices it has no equal. Each sheet is 9½x9½ inches and has spaces for one week's record. The sheets are put up in blocks of sixty—a year's supply. Order Form 97A, price 75 cents.

GRAIN DEALERS JOURNAL
315 So. La Salle Street CHICAGO, ILL.

B. G. ELLSWORTH

20-21 Chamber of Commerce, MILWAUKEE, WIS.

23 years experience in Milwaukee market
Consignments and shipping orders
given special attention.

CHICAGO MINNEAPOLIS
J. V. LAUER & CO.
Grain Commission
BARLEY A SPECIALTY
Ship us your next car. Chamber of Commerce
MILWAUKEE, WIS.

F. R. Morris, Pres. T. W. Parry, Sec'y-Treas.

Morris-Parry Grain Co.
Buyers and Shippers All Kinds Grain
503 Chamber of Commerce
Milwaukee, Wis.

E. G. HADDEN CO. FUTURES

WHEAT, CORN AND OATS
DAILY and WEEKLY PRIVILEGES
Chamber of Commerce, Milwaukee, Wis.
Send for our Put an Call Circular.

MEMPHIS MERCHANTS EXCHANGE MEMBERS

Write Us

H. J. Hasenwinkle Co., want
your consignments for the
Memphis market.



RAILROAD CLAIMS BOOK

This book is designed to facilitate the making of Claims against railroads and keeping a complete record of them. Contains five forms in duplicate arranged so a carbon copy can be kept of each claim, as follows:

- 60—Form A. Loss of weight in transit.
- 10—Form B. Loss in market value due to delay.
- 10—Form C. Loss in quality due to delay in transit.
- 10—Form D. Loss in market value due to delay in furnishing cars.
- 10—Form E. Overcharge in freight.

This book will save its price many times over by economizing time and labor, and insuring an accurate and complete record. Form 411-5 Price \$1.25.

GRAIN DEALERS JOURNAL, 315 So. La Salle St., CHICAGO, ILL.

U. S. FEED & GRAIN CO.

Dealers in GRAIN, HAY, MILL FEED
Manufacturers MIXED FEEDS
Correspondence Solicited

MEMPHIS, - TENNESSEE

Cifer Codes

ALL KINDS.
WRITE FOR CATALOG TO
Grain Dealers Journal
CHICAGO, ILL.

DETROIT BOARD OF TRADE MEMBERS

Established 1865

J. S. LAPHAM & CO.

Grain and Commission Merchants

FRED W. BLINN, Manager, 601-2-3 Chamber of Commerce, DETROIT, MICH
Consign to or wire us your offerings on CORN and OATS

Dumont, Roberts & Co.

Solicit Your Detroit Consignments

Receivers and Shippers

Chamber of Commerce, Detroit, Mich

BALTIMORE CHAMBER OF COMMERCE MEMBERS

CHAS. ENGLAND & CO.

Commission Merchants

GRAIN :: HAY :: SEEDS
308-310 Chamber of Commerce, BALTIMORE

CONSIGNMENTS A SPECIALTY JOHN T. FAHEY & CO.

Commission Merchants
Grain Receivers and Shippers

In the Market every day
Remember us on Rye BALTIMORE, MD.

Established 1882

G. A. HAX & CO.

COMMISSION

Grain, Hay and Seeds

445 North Street BALTIMORE, MD.

RECEIVERS, SHIPPERS AND BROKERS

McCRA Y, MORRISON & COMPANY
Shippers of Corn and Oats
WHOLESALE GRAIN DEALERS
When you want QUICK SERVICE, HIGH QUALITY and SATISFACTORY PRICES in this line, consult us.
None are more able to give you this than we.
Correspondence Solicited. **KENTLAND, INDIANA**

E. A. GRUBBS GRAIN CO.
Greenville, Ohio

Wants Correspondence with members of the Grain Dealers National in Ohio, Indiana and Illinois. We want strictly sound winter wheat, yellow shelled corn and re-cleaned white oats.

McLane, Swift & Co.

Buyers of Wheat, Corn, Natural and Clipped Oat, Choice Rye. Write for bids. Consignments solicited. Elevator located on M. C. & Grd. Trunk.
BATTLE CREEK :: MICHIGAN

Paul Kuhn & Co.

Receivers and Shippers of

GRAIN

Terre Haute and Evansville, Ind.

**CRABBS REYNOLDS
TAYLOR CO.**

GRAIN AND CLOVER SEED
CRAWFORDSVILLE INDIANA

IOWA-DAKOTA GRAIN CO.
Grain and Commission Merchants

FURNISHING GRAIN TO MILLS AND INTERIOR POINTS A SPECIALTY
Write or Wire for Prices. **SIoux CITY, IA.**

E. F. Shepard O. W. Trapp Chas. G. Clark
Shepard, Clark & Co.
218 Columbia Bldg., CLEVELAND, O.
GRAIN HAY STRAW
Dried Beet Pulp. "Hector" Distillers Grain. Mill Feed

E. I. BAILEY
CLEVELAND, OHIO
Receiver and Shipper of
Corn, Oats, Millfeed
ASK FOR PRICES

The D. W. RANLET CO.
708 Chamber of Commerce, BOSTON, MASS.
Cash buyers of all kinds of grain, for the New England Territory. Sample wheat, barley, screenings, oat-feed, malt sprouts, etc., specialties. We solicit correspondence

BALDWIN GRAIN COMPANY

GRAIN BROKERS
BUYERS OF CAR LOTS

R. C. BALDWIN, Mgr. BLOOMINGTON, ILL.

L. E. SLICK & CO.
402-405 Livingston Bldg., Bloomington, Ill.
CASH GRAIN

We Buy Grain for All Markets.
Both Phones. Get Our Prices.

MATTHEW D. BENZAQUIN

GRAIN AND FEED

Brokerage and Commission
DOMESTIC AND EXPORT

505 Chamber of Commerce, Boston, Mass.

W. W. WILLIS, Broker

Will handle your accounts on usual brokerage terms.

CENTRAL WEST VIRGINIA TERRITORY
Wire me your offerings on Grain, Hay, Straw and Mill Feeds. Straight and mixed car lots.
Correspondence Solicited.
Lowndes Bldg., Clarksburg, W. Va.

ALEXANDER AUSTIN
DEALER IN
SALVAGE GRAIN
Grain, Feed, Etc.
WRITE OR WIRE
TRADERS BLDG., CHICAGO

STOCKBRIDGE ELEVATOR CO.

Buyers and shippers of
GRAIN, HAY, BEANS and WOOL
"Quick service, give us a trial."
JACKSON, MICH.

If You Have

NEW RED OATS

NEW ALFALFA HAY

or NEW ALFALFA MEAL

For Sale

Write to

JOSEPH GREGG & SON

GRAIN AND HAY BROKERS
ATLANTA GEORGIA

CIPHER CODES

We carry the following cipher codes in stock and can make prompt delivery

Robinson's Cifer Code, leather	-	2.00
Hay and Grain Cifer Code	-	1.00
A. B. C. Code, 5th Edition	-	7.00
Baltimore, Expert Cable Code	-	8.00
Companion Cable Code	-	5.00
Riverside Code, 5th Edition	-	3.00
Universal Grain Code	-	3.00
American Seed Trade Assn.'s Code	-	2.00
Stewart's International Code	-	.25

For any of the above, address

GRAIN DEALERS JOURNAL,
315 So. La Salle St., CHICAGO, ILL.

WILLIS E. SHELDEN
Wholesale Grain
JACKSON MICHIGAN

KINSEY BROS.

GRAIN, HAY and SEED MERCHANTS
Field Seeds a Specialty
NORTH MANCHESTER, INDIANA

The Norton Grain Co.

Receivers and Shippers
KANSAS HARD WHEAT

Topeka - - - Kansas

ACCOUNT BOOKS FOR SALE
BY
GRAIN DEALERS JOURNAL, CHICAGO

DUPLICATING SCALE TICKET BOOK

No. 62 is designed especially for country dealers who use scale tickets. It is a book 9x12 inches, check bound in heavy board covers. It contains 200 sheets, 100 white sheets being interleaved with 100 manila sheets. On one side of the white sheets are printed 8 scale tickets and the sheet is perforated so that each ticket can easily be removed. Each ticket is printed, ruled and spaced for the following information: Date; Bot of; Price per Cwt; Price per bu.; Driver on, Off; Gross; Tare and Net Lbs.; Net Bus.; Weigher. A sheet of carbon is placed between the white and manila sheets, so that the weigher tears out a ticket and gives to each driver, retaining a carbon copy of it. 800 tickets in each book with a rubber stamp for quickly filling in name of buyer. Price \$1.25.

GRAIN DEALERS JOURNAL,

La Salle St., Chicago, Ill.

**HAY
GRAIN
FEED**

McCASKEY-WILLITS CO.—Inc. \$50,000.00

CONSIGNMENTS

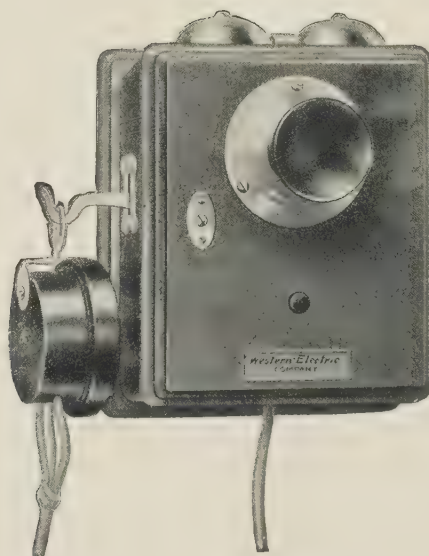
EMPIRE BLDG.

PITTSBURGH, PA.

REASONABLE ARRIVAL
DRAFT AGAINST SHIP-
MENT ACCEPTED.



**Don't Buzz!
Talk!**



Western Electric Inter-phones

can be put in on your present bell or buzzer wires.

When you buzz or ring, you waste time—you lose money. You are compelled to wait for the party called to walk to you.

When you talk over these practical little telephones, your message is received and answered immediately—no time wasted—no steps needlessly taken.

Write for booklet and prices.

WESTERN ELECTRIC COMPANY

EVERY BELL TELEPHONE IS

Manufacturers of the 7,000,000 "Bell" Telephones

"SAVE TIME AND FREIGHT"



New York
Buffalo
Philadelphia
Boston
Richmond
Atlanta
Savannah

Chicago
Milwaukee
Pittsburgh
Cleveland
Cincinnati
Indianapolis
St. Louis

Kansas City
Oklahoma City
Minneapolis
St. Paul
Denver
Omaha
Salt Lake City

San Francisco
Oakland
Los Angeles
Dallas
Houston
Seattle
Portland

Montreal
Toronto
Winnipeg
Calgary
Vancouver
Edmonton
Antwerp

London
Berlin
Paris
Rome
Johannesburg
Sydney
Tokyo



WESTERN ELECTRIC TELEPHONE

EQUIPMENT FOR EVERY ELECTRICAL NEED

"TELEPHONE OUR NEAREST HOUSE"

GET OUR PRICES ON
GASOLINE ENGINES AND
AUTOMATIC SCALES
BEFORE BUYING.
WE WILL SAVE YOU
MONEY.

SPECIAL PRICES ON COMPLETE
ELEVATOR EQUIPMENT.

SEND US YOUR
ORDERS.

EVERYTHING
IN THE
ELEVATOR

CAN BE
HAD
FROM THE

American Supply Co.
OMAHA, NEB.

LARGEST STOCK GRAIN ELEVATOR
MACHINERY & SUPPLIES LOWEST PRICES
GASOLINE ENGINES, SCALES, CONVEYING MACHINERY ETC.

Sheave Wheels
Transmission Rope
Distributing Spouts
Indicator Stands
Spiral Steel Conveyor
Controllable Wagon
Dump
Plain Dump Irons
Ear Corn Feeders
Feed Mills
Man Lifts, Etc.



PULLEYS

Cast Iron, Steel
Rim, Wood Split,
Friction Cutch,
LARGE STOCKS



We make and sell
all styles of Coup-
plings, including the
Roversford Com-
-sion Coupling.



BIN GATES OF
ALL KINDS



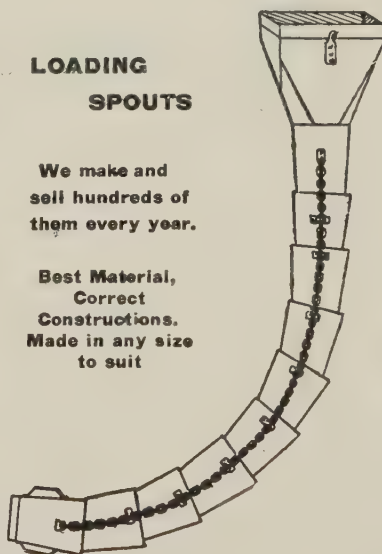
SECTIONAL STEEL
SPOUTING

Receiver
Joints and all
Sheet Metal
Work.

LOADING SPOUTS

We make and
sell hundreds of
them every year.

Best Material,
Correct
Constructions.
Made in any size
to suit



Sprocket
Chain
All
Sizes



SPROCKET WHEELS

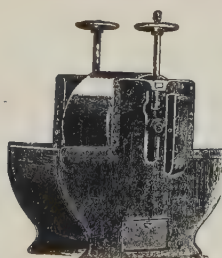
Plain, Split, or
with Clutches.



CAR MOVERS
EASY
ATLAS
SAMSON
SHELDON
SPECIAL



EMPIRE CUPS



CAST IRON BOOTS,
ADJUSTABLE,
ALL SIZES.



BOOT PANS, All Sizes.



SALEM CUPS.



CUP BOLTS
All Kinds.



Rubber
and
Leather
Belting



Our seamless Rubber Belting is the best for
elevator service and is guaranteed.



MACHINE CUT LACING

Rawhide and
Indian Tan
Best Quality

Ask for our Handy Net Price
Catalog.



complete line of bearings,
Plain and Self-Oiling.



By Comparison always found to be the best. We
carry a full line Wagon, Hopper and Dump Scales.

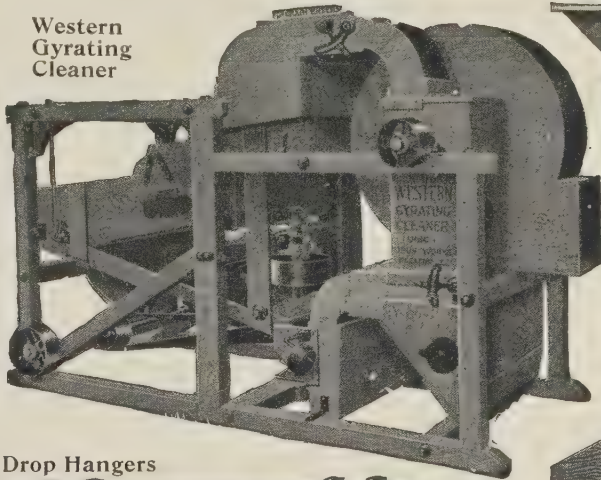
Ask us about Corn shellers and cleaners.



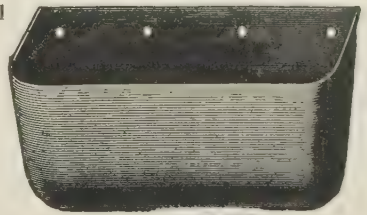
GRAIN TESTERS

Both the
HOWE and
CHAMPION
carried in
stock.

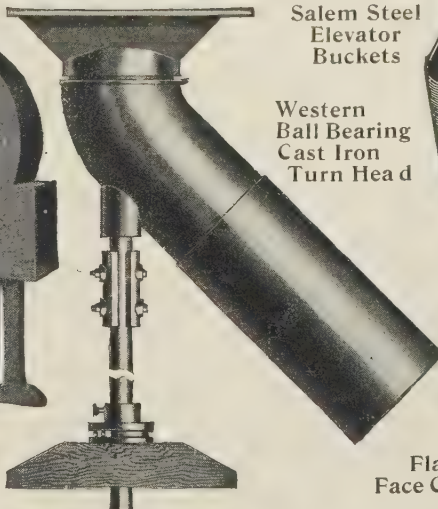
Western
Gyrating
Cleaner



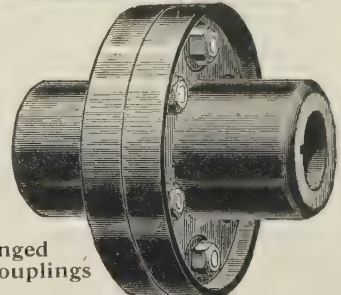
Salem Steel
Elevator
Buckets



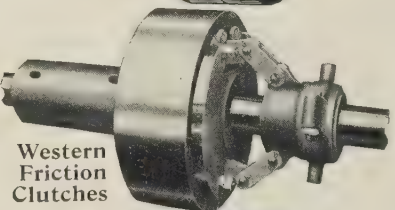
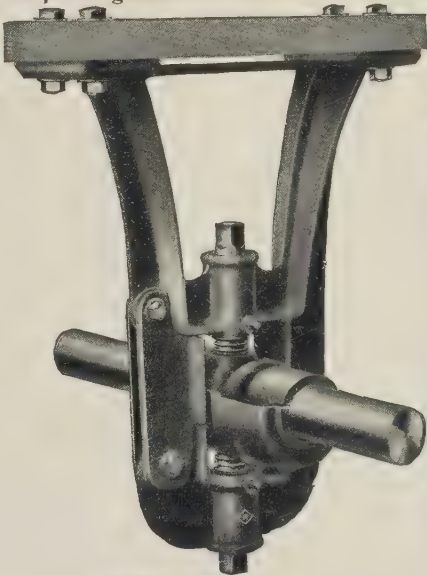
Western
Ball Bearing
Cast Iron
Turn Head



Flanged
Face Couplings



Drop Hangers



Western
Friction
Clutches

Western

"Western" machinery is the backbone of every successful elevator

"Western" grain handling and cleaning devices are the result of over 40 years experience and study of elevator machinery manufacture.

"Western" shellers and cleaners are the accepted solution of the cleaning and shelling problem. They are the best on the market.

"Western" conveying, elevating and power transmission machinery is the most satisfactory and perfect elevator equipment manufactured.

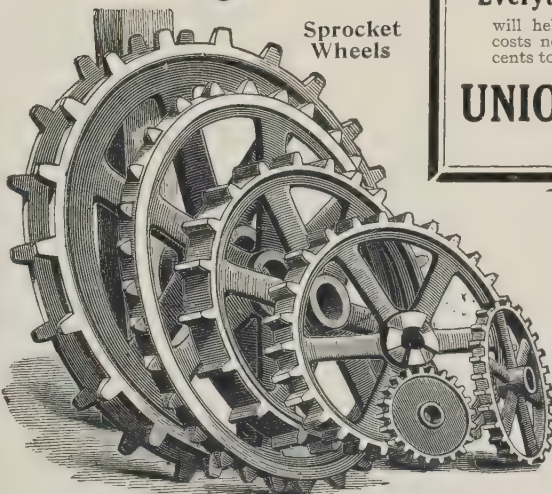
Our catalog

"Everything from Pit to Cupola"

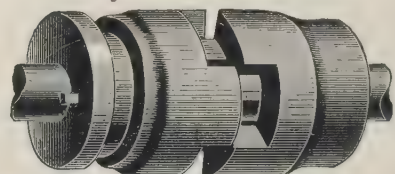
will help you to a better elevator. It costs nothing, but is worth dollars and cents to you. Send for it today.

UNION IRON WORKS
DECATUR, ILL.

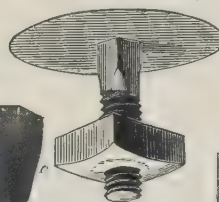
Sprocket
Wheels



Pulleys—Iron and Wood



Flat Head Bolts

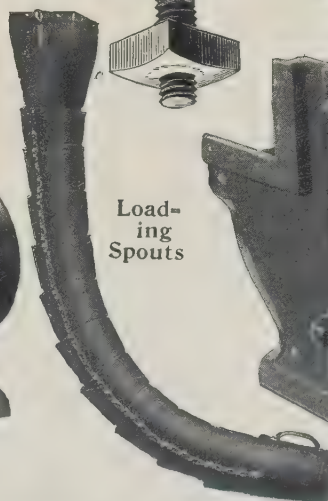


Jaw Clutch
Couplings



Western
Adjustable
Cast Iron
Boot

Load-
ing
Spouts



Western Pitless Shellers



OLDEST and largest manufacturer of Rubber Belting for conveying and elevating grain, etc., etc.

New York Belting & Packing Co.

91-93 Chambers Street, NEW YORK

130 West Lake Street
CHICAGO, ILL.

2nd Avenue, N., and 3rd Street
MINNEAPOLIS, MINN.

"NESTOR"

**SOLID WOVEN
WATERPROOF
BELTING**

**BUILT
ESPECIALLY FOR
ELEVATOR WORK**

WRITE FOR CATALOG
JUST OFF THE PRESS

The American Fabric Belting Co.
CLEVELAND, OHIO.

A Special Belt for Elevating and Conveying Grain

REXALL
DOUBLE-STITCHED
BELTING



Are you interested in a belt which will not only give maximum service handling grain, but will also cause no trouble from bucket bolts pulling out, plies separating, or edge abrasion?

Write us for sample and convincing "Reasons Why" REXALL BELTING will fill this specification.

Imperial Belting Company, :: Chicago

Mr. Belting-User---

we want you to seize this offer.
Tear out this advertisement,
attach to your letter-head, and
mail both to us to-day.

We will immediately send you sample of

Salisbury "R.F.&C."

Solid Woven Rubber Belting

We are confident that inspection, comparison in quality and cost will prove its superiority over all other beltings for elevator use, and will warrant its trial in your elevator. As "R. F. & C." has served others, it will make you a satisfied customer.

No plies to open. No seams to split.
ASK US ABOUT IT

W. H. Salisbury & Co., Inc.

Manufacturers and Distributors of High Grade
Leather and Rubber Belting, Hose, Packings, Etc.

Established 1855

CHICAGO

PEERLESS-V-BELT

The only high speed chain drive operating without lubrication.

Can be run at very high speeds on very short centers.

Not affected by moisture, dust or grit.

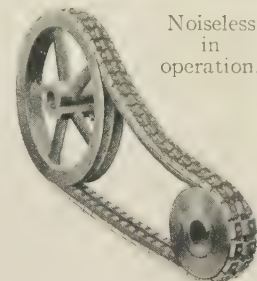
Principle of wedge being fully utilized assures non-slippage.

The only belt for that short drive.

Write today for more about it, as shown in Booklet 115.

Peerless-V-Belt Co.

Chicago New York Cedar Rapids



Noiseless
in
operation.

Link Belt Supply Co.

Minneapolis, Minn.

Manufacturers of

The Latest MAN LIFT with wire rope
guides, Distributing and Flex Spouts,
Boot Pans and Wagon Dumps.

Complete Elevator Equipments a Specialty

Write for New Catalogue just out.

Making Wonderful Endurance Records For big mills and elevators

There could be no better evidence of the quality of Goodrich Grain Belts and the fact that they would mean economy to you, than the remarkable service they are giving to concerns whose conveying problems are almost identical with yours.

Here is a Typical Example of the Durability of

Goodrich Grain Belts

—an experience in the elevator of the Electric Grain Elevator Co., Buffalo: "We have two conveyors belts in our Gallery, each seven hundred feet long, which have been running nine years, handling approximately one hundred million bushels of grain, and are still in good condition."

Let us send you samples of our belts and full information.

The B. F. Goodrich Company

Makers of Goodrich Tires and Everything That's Best in Rubber

Factories, Akron, Ohio. Branches in all leading cities.

Lightning may not strike in the same place twice, but it strikes two places at once—

Your Elevator and Your Pocket Book.

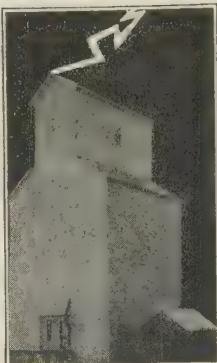
Why take the chance of not only losing your elevator, at the most profitable time of the year? It's too costly.

AJAX SYSTEM

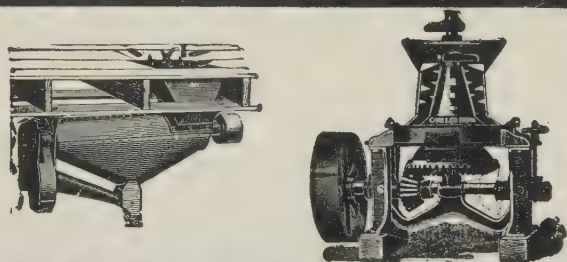
of Lightning Protection assures an economical and absolute protection.

Every Summer storm is another risk. Write today for particulars and booklet.

Ajax Conductor & Mfg. Co., 420 N. Sangamon Street, CHICAGO, ILL.



Triumph Corn Sheller and Crusher



THE C. O. BARTLETT & SNOW CO.
CLEVELAND, OHIO, U. S. A.

The Gerber Patent Flexible Chain Telescope Car Loading Spout



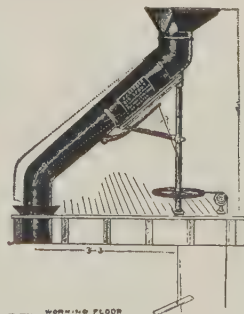
Will last longer than three ordinary flexible spouts because it is made of metal equal to saw blade.

Order one and be convinced.

Swivel Joint at S.

The Gerber Improved Distributing Spouts

Are used in all parts of the country because they are made by skilled workmen, have a world-wide reputation, and will prevent the mixing of grain.



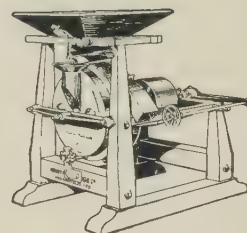
BEWARE OF IMITATIONS.

FOR SALE BY

J. J. GERBER, Minneapolis, Minn.

SET OF BOOKS for Grain Dealers

Form 380 Record of Wagon Loads Bought } PRICE, \$3.00
Form 385 Record of Car Loads Shipped }
GRAIN DEALERS JOURNAL, 315 So. La Salle St., Chicago



N. & M. Co. Buhr Mills Grind Finest Corn Meal and Feed

They grind the highest grade rye, graham and buckwheat flours. They make the smoothest and most nourishing stock feed. Don't tear or "burn" the grain.

A Paying Investment

for private or public grinding. N. & M. Co. Buhr mills do better work than any other meal or feed mill and last a lifetime without repairs. Genuine French Buhr mill stones. Very simple. A boy can operate them. Low first cost. Fully guaranteed.

30 Days Free Trial

Costs you nothing if it doesn't convince you. Write for trial plan and "Book on Mills."

Nordyke & Marmon Co.

(EST. 1851)

1256 Morris St.

Indianapolis

Indiana

"No more repair bills for that Roof"

Think of the money you could have saved if your buildings had been covered with a roofing that never had to be coated, graveled or repaired! You'll never have to spend a cent for coating or repairs if you use

J-M ASBESTOS ROOFING

It is the cheapest-per-year roofing on the market.

J-M Asbestos Roofing is mineral throughout—layer upon layer of pure Asbestos (rock) fibres everlastingly cemented together with Trinidad Lake asphalt—literally a *sheet of pliable stone*. Contains no perishable substance. Has been in service on hundreds of buildings for over a quarter-century and is sound today.

Keeps buildings cool in summer, warm in winter, and affords perfect fire protection.

Anyone can apply it. Don't take a substitute. J-M Roofing Cleats, packed in each roll, make absolutely watertight laps and give the entire roof a handsome white appearance. Our nearest Branch will ship direct if your dealer can't supply you.

Write today for Sample and illustrated Catalog No. 303.

H. W. JOHNS-MANVILLE CO.

Manufacturers of Asbestos and Magnesia Products.

ASBESTOS

Asbestos Roofings, Packings, Electrical Supplies, Etc.

Albany
Baltimore
Boston

Buffalo
Chicago
Cincinnati

Cleveland
Dallas
Detroit

Indianapolis
Kansas City
Los Angeles

Louisville
Milwaukee
Minneapolis

New Orleans
New York
Omaha

Philadelphia
Pittsburgh
San Francisco

Seattle
St. Louis
Syracuse 1964



Convert your screenings into cash

We build complete plants for cleaning, classifying and grading all kinds of screenings.

Elevator and Mill offal treated by our improved Special machinery will yield a handsome profit.

Write for a copy of our new catalog

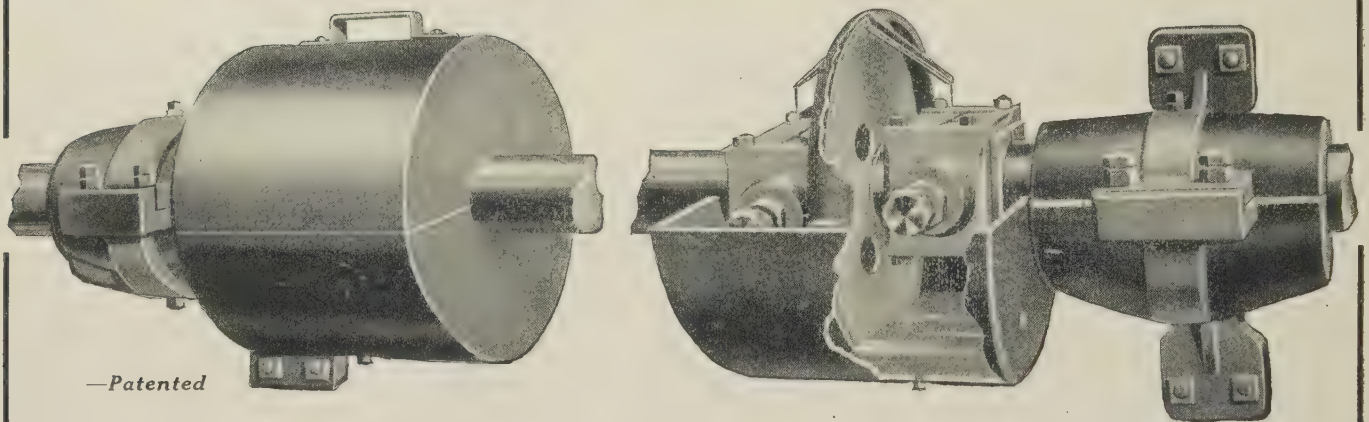


REPRESENTATIVES

J. O. SMYTHE, 1034 West 32nd St., Indianapolis, Ind.
W. M. MENTZ, Sinks Grove, W. Va.

WM. WATSON, Lock Box 661, Chicago, Ill.
F. E. DORSEY, 4015 Euclid Ave., Kansas City, Mo.

Monitor



**It insures you
against fire, care and expense**

**Found on
“MONITOR”
Grain & Seed
Cleaners
only**

**Whatever your
Tariff beliefs,
you need the
PROTECTION
of this mark.**



This, the *first* mechanical oiling device for a grain cleaner, patented seven years ago and used today on 1100 “Monitors,” is eliminating fire risk, reducing operator’s care, and lowering up-keep expense to the lowest figures ever known for grain cleaners. This outfit is a simple, perfect safeguard against oily floors and oil waste—which means fire risk. The most vital mechanism on any grain cleaner is the eccentrics; operated at high speed, subjected to gruelling strain and wear they must be depended upon for the character of the screen work. Without perfect lubrication they wear quickly, cause trouble and destroy every chance of getting close, perfect screen separations. This simple “Monitor” device mechanically lubricates the eccentrics copiously—an abundance of lubrication mechanically supplied in an unfailingly accurate manner. No attention except to drain and refill six times a year. Outfit is dust proof—no grit can enter—no oil can leak out—oil cannot get on your floors. Most important of all—there are no intricate nor wearing parts—oiling is produced by a solid, one-piece disc which never requires attention, and will last a lifetime—for superiority this outfit is a wonder. Get posted on this exclusive “Monitor” feature—hear the whole story—our catalog free on request.

**10 times
more oiling
with
one-tenth
as much oil**

HUNTLEY MFG. CO., Silver Creek, N. Y.

MINNEAPOLIS, MINN.—A. F. Shuler, 316 Fourth Ave., South
CHICAGO, ILL.—F. M. Smith, 501 Trades Building
PORTLAND, ORE.—C. J. Groat, 601 Concord Building
WICHITA, KANS.—J. B. Ruthrauff, 301 S. Lawrence Street
ST. LOUIS, MO.—S. J. McTiernan, 25 Merchants’ Exchange
JACKSON, MICH.—A. H. Smith, 206 Lansing Avenue
AKRON, OHIO—A. S. Garman

GRAIN ELEVATOR BUILDERS

G. H. Birchard
CONTRACTOR OF Grain Elevators.

Especially Designed for Economy
of Operation and Maintenance
LINCOLN, NEB.

W. H. WENHOLZ

Contractor and Builder of

Grain Elevators and Feed Mills

Write for plans 214 S. 4th St., Springfield, Ill.
and specifications 1212 50th Ave., Cicero, Ill.

A. F. ROBERTS

ERECTS ELEVATORS
CORN MILLS
WAREHOUSES

FURNISHES PLANS
ESTIMATES
MACHINERY

SABETHA, KANSAS

DO YOU WANT?

a modern and up-to-date
elevator? Then write to

J. A. H. Whaley, Sedalia, Mo.

"Builder of Modern Elevators"
Plans and Estimates on request.

STEEL GRAIN TANKS

We are pioneers in this line and are building
tanks in the good old fashioned way. Joints
caulked and guaranteed water, weather and
bug proof. Long experience has demonstrated
the necessity of high grade workmanship to
make steel storage a success. We do it.

Wm. Graver Tank Works, East Chicago, Ind.

Decatur Construction Co.

Incorporated

Designers and BUILDERS OF GRAIN ELEVATORS
COAL HANDLING PLANTS, WAREHOUSES, ETC.

Correspondence Solicited
510-512 Wait Bldg. DECATUR, ILL.

Elevator Transfer Houses

Repair and Remodeling Only

A. G. BOGCESS CO.
SIOUX CITY, IOWA

No Job Too Big, None Too Small

R. M. Van Ness Construction Company

Designers and Builders of

MODERN GRAIN ELEVATORS

Plans submitted. Correspondence solicited.
Offices at

LINCOLN, NEBR., and FAIRBURY, NEBR.

I. J. HERRING

Contractor and Builder of Grain Elevators.
20 years' experience. Estimates furnished.
HASTINGS, NEB.

J. A. HORN FRANKFORT, IND.

624 Board of Trade Bldg., Indianapolis, Ind.

Contractor, Designer and Builder of

Grain Elevators, Mills & Warehouses

Wood, Concrete or Steel

A long line of satisfactory elevators
assures you the same satisfaction

GODFREY & SON

ELEVATOR BUILDERS

EL RENO OKLAHOMA

Are you going to build or repair

Your Elevator

For the kind that give satisfaction, write,

W. H. CRAMER
ST. PAUL NEBRASKA NO. PLATTE

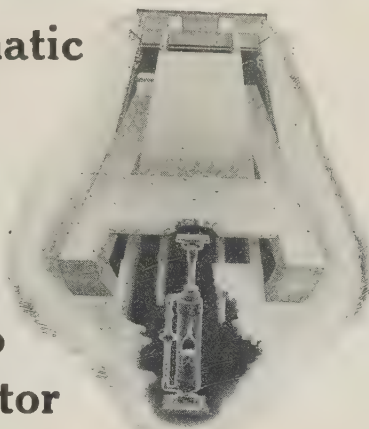
GRAIN ELEVATOR CONSTRUCTION COMPANY

Builders of Grain Elevators, Flour Mills and Buildings of Every Design

A. J. CLARK, Manager

WILLISTON, NORTH DAKOTA

**An Automatic
Dump
Controller
actually
brings more
business to
your elevator**



Farmers soon realize the safety, quietness and ease with which you can
dump their wagons, and sooner than run the costly risks of runaways,
broken legs and wagon damages they haul their grain to the elevator
equipped with an Automatic Dump Controller.

L. J. McMillin,
Indianapolis, Ind.

Maple Park, Ill., May 7th, 1913.

Dear Sir—Find enclosed our check for \$12.00 for Automatic Dump Controller.
Please acknowledge receipt of the same.

I have never seen anything that worked as nice as it does. We certainly are
pleased with it.

Very truly yours,

(Signed) NELSON & FRASER.

Simple, durable, automatic, no gearing, easily installed, out of the way,
self lubricating, and does not affect the sink room. The increasing demand,
with over 600 in use today, should warrant your investigation.

McMillin Elevators

handle more grain faster and at a lower construction and operation cost.
Not for the first month, or first year, but always. Any type, size,
capacity, price of elevator construction executed with the hope that your
elevator will be as satisfactory to you as the many others have been
which prompted your trial.

L. J. McMillin

Board of Trade
INDIANAPOLIS, IND.

**Car
Order
Blanks**

FORM 222 C. O.

So many grain shippers are experiencing difficulty in obtaining cars, many are now keeping a carbon copy of each order for cars, in order to keep an accurate record of their efforts to obtain cars, to facilitate proving delay by railroad company and to encourage railroad agents to heed shippers' needs. Car order blanks are put up in books of fifty, with machine perforations, so that order can be torn out and sent to carrier's agent and carbon copy be retained in book. Fifty orders and 50 duplicates in each book. Price, 50 cts.

**Grain Dealers
Journal,**

315 So. La Salle St.
CHICAGO, ILL.

**Burrell
builds
the best.**

Burrell builds the best
of any type of an elevator
in wood or concrete
construction. Plans and
estimates a specialty.
Write your wants to

**Burrell
Engineering &
Construction
Company**

1102-8 Webster Bldg.
Chicago
(Opp. Board of Trade)

827 Chamber of Commerce
Detroit, Mich.

4 Iowa Loan & Trust
Des Moines, Ia.

302 Castle Hall
Indianapolis, Ind.

If Your Business

isn't worth advertising
advertise it for sale.

GRAIN ELEVATOR BUILDERS

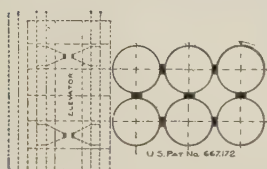
REAL Builders of
REAL Elevators

We can build at very low cost, if you want that kind of an elevator. Does it pay?

YOUNGLOVE CONSTRUCTION CO.

218-220 Grain Exchange, SIOUX CITY, IOWA
WESTERN OFFICE, Box 326 Harlowton, Montana

H. Phone M. 8037



Heidenreich

Concrete

Grain

Tanks

One Hundred Million Bu. Capacity in Use Today.

Plans, Specifications, Supervision

Consulting Engineers

E. Lee Heidenreich & Sons, Elevator Builders
Dwight Bldg., Kansas City, Mo., U. S. A.

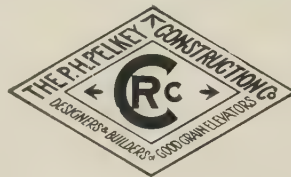
WHEN YOU WANT ANYTHING AND DON'T
KNOW WHERE TO FIND IT
WRITE BUREAU OF INFORMATION.
GRAIN DEALERS JOURNAL CHICAGO, ILL.

CHECK your reductions of pounds to bushels by using

Clark's
Carload
Grain
Tables

New edition revised and enlarged.
Price, \$2.50.

GRAIN DEALERS
JOURNAL
Chicago, Illinois

Fireproof Elevators
QUALITY
PRICE
RESULTS

Everything Right

G. C. Christopher

A. C. Rynders

Owners

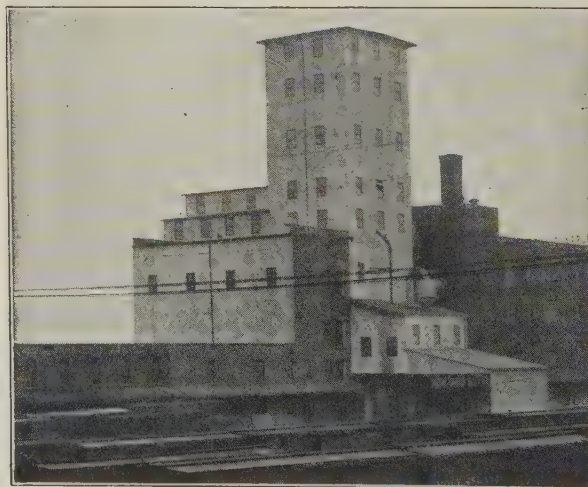
P. H. Pelkey Construction Co.

115 N. Emporia

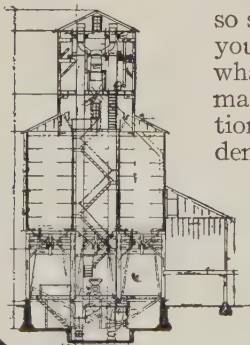
Wichita, Kansas

Phone Mkt. 374

Reinforced Concrete Grain Elevator,
Feed Mill and Warehouse, built in 1910
for Buffalo Cereal Co., at Buffalo, N. Y.



Fireproof Construction Elevators, Mills and
Warehouses. We prepare plans and make
lump-sum price for the complete work.

NOT A CHINESE PUZZLE, BUT READABLE
PLANS and ESTIMATES

so simple and self-explanatory that you can readily see at a glance just what you are getting, and you can make those changes which conditions in your own grain business demand on paper. And after seeing what you want you get, if you give the contract to

Reliance
Construction Co.

Board of Trade INDIANAPOLIS, IND.

CAR ORDER BLANKS

FORM 222 C. O. So many grain shippers are experiencing difficulty in obtaining cars, many are now keeping a carbon copy of each order for cars, in order to keep an accurate record of their efforts to obtain cars, to facilitate proving delay by railroad company and to encourage railroad agents to heed shippers' needs. Car order blanks are put up in books of fifty, with machine perforations, so that order can be torn out and sent to carrier's agent and carbon copy be retained in book. Fifty orders and 50 duplicates in each book. Price, 50cts.

GRAIN DEALERS JOURNAL

La Salle Street

Chicago, Ill.

MONARCH ENGINEERING CO.

Chamber of Commerce

BUFFALO, N. Y.

YOUR BUSINESS

can be introduced to the progressive grain dealers of the country under most favorable circumstances (and you will be in good company) by the judicious use of space in the

GRAIN DEALERS JOURNAL, OF CHICAGO

GRAIN ELEVATOR BUILDERS

Morley Bros., Haden & Plott
DESIGNERS AND CONTRACTORS
GRAIN ELEVATORS
WICHITA - - KANSAS

ELEVATOR BUILDERS
and general contractors. Modern and
up-to-date elevators. Plans and speci-
fications on request.
NAPPER & PERSSON
LEWISTOWN, MONT.

Grain Elevators
Warehouses Seed Houses
WOOD OR FIRE PROOF
T. E. IBBERSON
Elevator Builder
Minneapolis Minn.

Grain Storage Construction Co.
Mutual Life Bldg., BUFFALO, N. Y.
Builds Steel and Concrete Elevators
WRITE US FOR CATALOG

GRAIN ELEVATOR
Designing and Construction
Made a Specialty
WITHERSPOON-ENGLAR CO.
MONADNOCK BLOCK, CHICAGO

FRANK KAUCHER & SON
Contractors Mills and Elevators
Wood and Concrete
ST. JOSEPH - MISSOURI

L. O. HICKOK & SON
BUILDERS
UP-TO-DATE

Elevators

WOOD OR FIREPROOF
Get Our Estimates
619 Flour Exchange, MINNEAPOLIS

JOHN S. METCALF CO.
GRAIN ELEVATORS
ENGINEERS CONSTRUCTORS
Plans and Specifications a Specialty
Montreal, Que. Chicago, Ill.

The C. A. Lowe Construction Co.
Entl - Okla.
Wants to Figure on Your Next Elevator
Plans and Specifications a Specialty

MACDONALD ENGINEERING CO.
DESIGNERS AND BUILDERS OF
GRAIN ELEVATORS
MONADNOCK BLDG., CHICAGO, ILL.

 **C. E. Bird & Co.**
MINNEAPOLIS
Elevator and Mill
Builders
16 Years'
Practical Experience

O. J. LEHRACK

Contractor of
Mill Buildings and Concrete Storage Tanks
KANSAS CITY, MO.

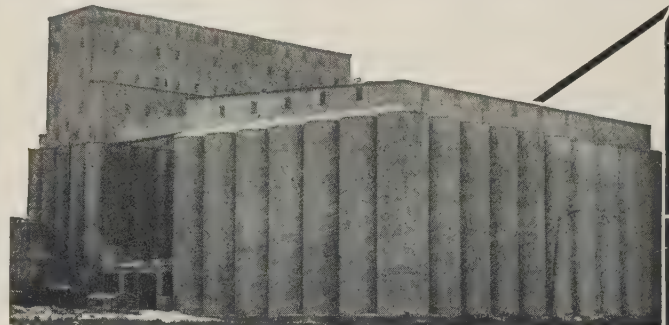


THIS Fire Proof Grain Elevator
now under construction for the
Canadian Government at Port
Arthur, Ontario.

**The Barnett & Record
Company**

Minneapolis - - - Minnesota
Fort William - - - Ontario
Duluth - - - Minnesota

Write us for Designs and Estimates



Grand Trunk Pacific Elevator at Port William, Ontario.
Capacity 3,500,000 Bushels.

JAMES STEWART & CO.
CONTRACTORS

DESIGNERS AND BUILDERS OF
GRAIN ELEVATORS
IN ALL PARTS OF THE WORLD

GRAIN ELEVATOR DEPT., 1811 Fisher Bldg., Chicago
W. R. SINKS, Manager R. H. FOLWELL, Engineer

We also do General Contracting and have Offices
in the following cities. Write or call on any of them

New York, Hudson Terminal Bldg. New Orleans, La., Hibernia Bk. Bldg.
Pittsburg, Pa., Henry Oliver Bldg. Denver, Colo., First Nat. Bank Bldg.
San Francisco, Cal., 709 Mission St. Canada, Eastern Township Bk. Bldg.
Canadian Stewart Co., Ltd., Montreal Fort William, Ontario, Canada
St. Louis, Mo, Bank of Com. Bldg.

BOWSHER

(Sold with or without Elevator)
CRUSH ear corn (with or without shucks) and **GRIND** all kinds of small grain. Have Conical-Shape Grinders. Different from all others.

LIGHTEST RUNNING
 (Our circular tells why)
 Handy to Operate. Ten sizes 2 to 25 Horsepower.

FREE Booklet on "Values of Feeds and Manures."

The N. P. Bowsher Co.
 South Bend : : Indiana

FEED MILLS



LOADING SPOUT

FLEXIBLE CHAIN



Made of strong, durable steel.

With hooks or hinges.

New sections can be added if desired.

Order Now!

F. M. Smith & Son

Manufacturers of

Grain Spouting, Siding, Corner Irons, and Sheet Metal Work of All Kinds.

FREMONT : : NEBRASKA

BUYERS AND SELLERS

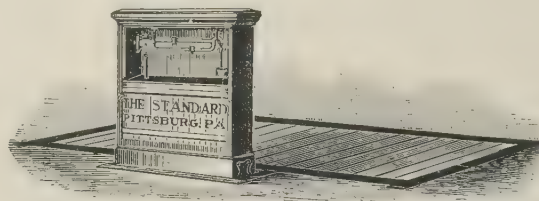
of grain elevators. You can make your wants known quickly by advertising in the "Elevators for Sale and Wanted" columns.

Your SCALES place a standard for you

"The Standard" Scales

"The Scales Standard"

Give What Is Right and Get What Is Right. Your customers demand it and you need it. Do you know absolutely that you are receiving all that you pay for? Stop and think.



Your scales may say so, but are you certain that you can depend on them? You could if they are the highest grade and are given the proper care and attention. By using "The STANDARD" Scale you are using the highest grade scale possible to manufacture. You can't afford to take any chances with cheap weighing machinery.

Capacity 1-16 oz. to 200 tons.

Portables, Dormants, Hopper, Dump, Wagon, R. R. Track Scale

Ask us for catalog No. 120.

THE STANDARD SCALE & SUPPLY CO.

Headquarters and General Offices

243-245 Water St., Pittsburgh, Pa.



Branches at

CHICAGO, 1345-47 Wabash Ave. INDIANAPOLIS, 807 Hume-Mansur Bldg. CLEVELAND, 1547 Columbus Road

Milwaukee Bags

Our "Aurora A" is a full size 2 bu. 16. oz. cotton seamless sack—strong and durable and we are selling at prices which will interest you. We make all sizes of Jute Grain Bags—write for prices. Why not Milwaukee Bag Co., Milwaukee, Wis.

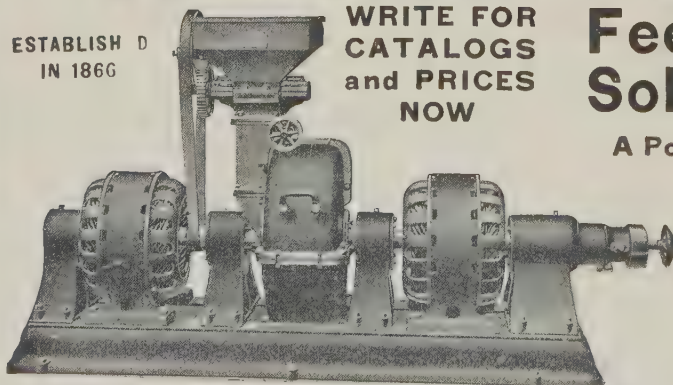
"Hindoo" Jute Twine for tying?

"Monarch" Ball Bearing

ESTABLISHED
IN 1866

WRITE FOR
CATALOGS
and PRICES
NOW



"Monarch" Ball Bearing Direct Motor Driven Attrition Mill

We manufacture the Largest, Most Improved, and Most Complete Line of Machinery for Flour and Feed Mills, Grain Elevators, etc., in the World.

SPROUT, WALDRON & CO., MUNCY, PA.

WESTERN OFFICE: 9 South Clinton Street, CHICAGO

BRANCH OFFICES: } 613 McKay Building
PORTLAND, ORE.

711 So. Second Ave., P. O. Drawer 1786
GREAT FALLS, MONT.

1102 Farnum Street
OMAHA, NEB.

Feed Grinders will always
Solve All Your Troubles.

A Positive Saving of 25% or More in Power.

Don't Forget!
ELECTRICALLY

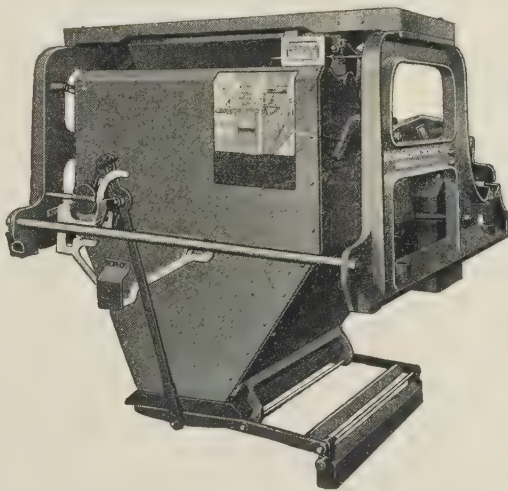
Direct connected motor driven Ball Bearing Feed Grinders and Corn Crackers **Our Specialty**

You cannot afford to operate your plant without one of these "Monarch" mills, because of the large amount of power saved or the tremendous increase in capacity that you will obtain with present power. Guaranteed to never get out of tram. **TRY ONE OF THEM NOW**

THE MILL BUILDERS, P. O. BOX 260

The R. R. Claim Agent

Came to see you the other day to settle that claim for loss of grain in shipment. He found you weren't absolutely sure of your scale weights.



You didn't get your claim allowed, did you? You felt bad about it, but could you blame the man? *Next time* you have a claim be *dead sure* of your shipping weights. KNOW that your scale is correct and have the record to prove it—your claim will be paid then.

Your neighbors will tell you the **Richardson Automatic Scale** is the simplest and most accurate scale for shipping grain. It's used everywhere. Ask for a list of

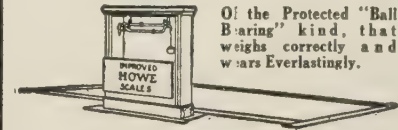
them—also for that book about accurate weighing. Get acquainted with our state representative—he's a useful man to know.

RICHARDSON SCALE COMPANY

1909 REPUBLIC BUILDING, CHICAGO

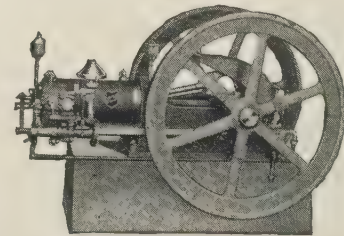
PASSAIC, N.J. MINNEAPOLIS, MINN. Box 305, OMAHA, NEB. WICHITA, KAS.

HOWE SCALES



Of the Protected "Ball Bearing" kind, that weighs correctly and wears Everlastingly.

Automatic Grain Scales



Otto Gasoline Engines Hall's Safes and Vault Fronts

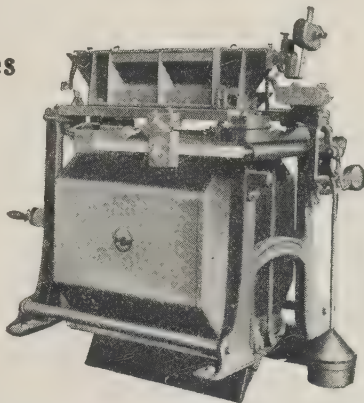
ELEVATOR MACHINERY AND SUPPLIES

WRITE FOR CATALOG "K"

HOWE SCALE CO. OF ILL.

418-420 So. Third St., Minneapolis, Minn.

Fairbanks Automatic Scales Handle Grain Accurately and Rapidly.



Double compartment hopper; one side always filling while the other is dumping.

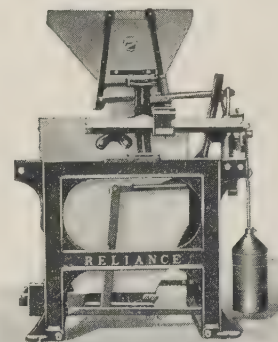
One quarter of the counter poise weight of other scales, assures 75% less wear due to operating with less dead weight.

For cupola or working floor of old or new elevators.

Fairbanks service will interest you; ask us about it. Write for specifications No. 550A34.

Fairbanks, Morse & Co., 900 S. Wabash Ave. Chicago

Fairbanks Scales, Gasoline Engines, Pumps, Water Systems, Electric Light Plants, Windmills, Feed Grinders.



IF we used a hundred more parts on the RELIANCE Automatic Scale it would be no better than it is. In fact, it would not be as good and we would have to charge more for it.

SIMPLICITY means a great deal in the manufacture as well as in the operation of an Automatic Scale.

There is a twenty-five year's experience behind the RELIANCE and no little detail has been overlooked.

Investigate.

Write for Catalogue.

National Automatic Scale Co.

West Pullman, Illinois

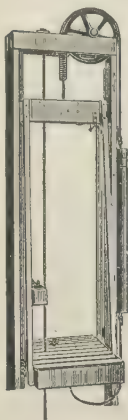
Power Equipment Co.,
Minneapolis, Minn.,
Northwestern Agents.

Orr Bros. Supply Co
Cedar Rapids, Iowa,
Iowa, Agents

TONS to Dollars and Cents

Shows at a glance the cost of any number of pounds of coal or hay at any price per ton from \$1.00, \$1.25, \$1.75, \$2.00 and so on to \$14.00. Well printed on good paper, and bound in cloth; marginal index. Size 4 1/2 x 8 1/2 inches, 110 pages. Price \$1.00.

GRAIN DEALERS JOURNAL, La Salle St., CHICAGO, ILL.

Ball Bearing Safety ManLift

C. I. Boots
Distributing Spouts
Flexible Spouts
Dump Irons
Friction Clutches
Pulleys
Bearings
Sprocket Wheels
Sprocket Chain

Complete Elevator Equipment

Order Now, Prices will be Higher Later

Murphy Manufacturing Co.
KANSAS CITY MISSOURI

NEW ERA MANLIFT

Users consider our "New Era" Manlifts to be the best—always reliable. We make

HAND ELEVATORS
POWER ELEVATORS
DUMBWAITERS
INVALID HOISTS
BOX HOISTS, ETC.

Write for prices when needing anything in our line

Sidney Elevator Mfg. Co., Sidney, Ohio
Mention this paper.

SUCCESS SAFETY MAN LIFT

ATTENTION, ELEVATOR CONTRACTORS!

Write us for our Special Proposition for 1913

DO IT NOW

HASTINGS

Foundry & Iron Works
HASTINGS NEBR.

**An Evolution In Dust Collecting Economy**

The "OLD CYCLONE" served its purpose as an important factor in Dust Collector Evolution



The Problem was to Eliminate the Loss of Half the Power, or Volume of Air Current.

The New "1905" Cyclone Dust Collector Saves That Loss

The Knickerbocker Co.
JACKSON, MICH.

Investigate—Write for Catalog.

CYCLONE

Dust Collecting Systems for your elevator

Cyclone Dust Collector for your cleaners

Our Improved Cyclone Dust Collectors are fire-proof. Built of galvanized steel. Entirely automatic. Have no moving parts. No braces or projections for materials to catch or lodge. Take less power. Increase capacity of fans.

Write today for further information.

CYCLONE BLOW PIPE CO.
Chicago, Ill.

Advertising

Must first attract, then interest, and finally convince. Keep advertising and the country shipper will give you the preference.

HALL SPECIAL ELEVATOR LEG

The leg without a choke

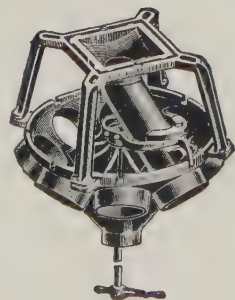
AND THE

HALL SIGNALING DISTRIBUTOR

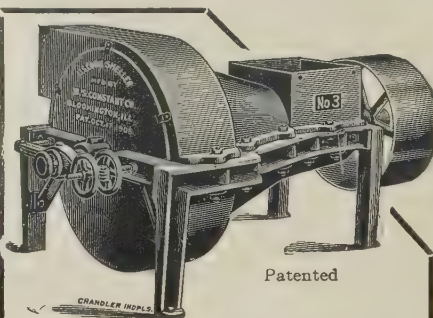
The Distributor without a mix

They double capacity
Are more convenient
And never wear out

Send us number of bins, total lift, capacity desired and get free specifications for equipment suited to your elevator.



HALL DISTRIBUTOR CO., 222 Ramge Bldg., OMAHA, NEBR.



The man who says, "Take 'em away, I'm through with 'em," is the man we're after.

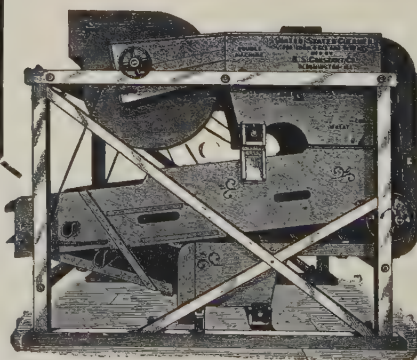
He has had his costly experience with corn shellers and grain cleaners, but he has yet to know or try the

U. S. Corn Sheller
U. S. Grain Cleaner
U. S. Friction Clutch

The practical design, the simple operation, the efficient handling of grain, the small amount of power consumed, and the durable construction assure every elevator a profitable, easy and satisfactory handling and cleaning of grain.

Send us the desired capacity. We send you the particulars.

B. S. Constant Mfg. Co.
BLOOMINGTON, ILLINOIS

**RECEIVERS**

who want to reach the regular grain dealers of the country use space in the GRAIN DEALERS JOURNAL.



A Grain Man's Argument:

"We are still using the car loader bought of you in 1903, and will say that it has been in constant use, and works just as well as it ever did."

GARDNER & LEWIS,
Cottage Grove, Ind.

"Works just as well as it ever did" after ten years constant use.

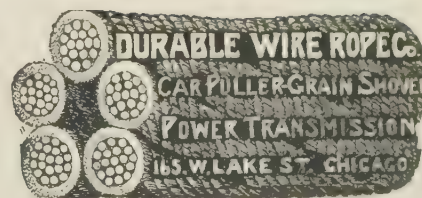
A most forceful argument in favor of the

Boss Car Loader

The compactness, durability, practical design, and satisfaction in operation and installation, assures this loader lasting longer than any other. Let us send our "Boss" on approval.

MAROA MFG. CO.

Dept. 3 - - MAROA, ILL.



Cover's Dust Protector

Rubber Protector, \$2.00

Send postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER

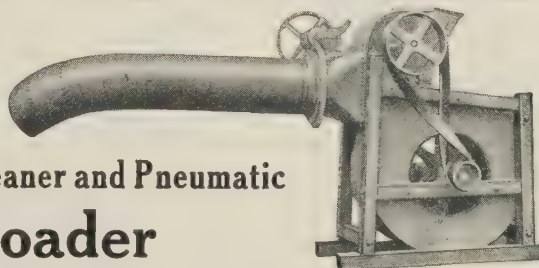
124 Perley St., SOUTH BEND, IND.



IF you are really anxious to learn the true merits and economical service of a

Combined Grain Cleaner and Pneumatic

Car Loader



become acquainted with any user. We will gladly send list.

Why you should install the MATTOON—

It is impossible for it to mill or crack the grain.

It will fill largest cars to full capacity, without any labor in the car.

Strong and durable, automatic in action, and requires no attention after starting.

Constant moving of pneumatic tube as it loads the grain prevents dust from gathering in center of car. Cools and dries the grain as it passes through the air.

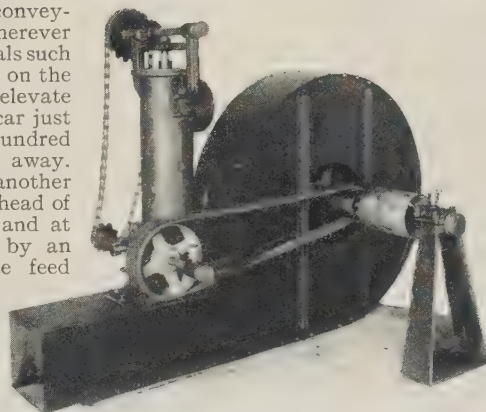
WRITE FOR LIST AND CIRCULARS

MATTOON GRAIN CONVEYOR CO., Mattoon, Ill.

"Loads Grain, Malt or Sand"

The Bernert Pneumatic Grain Conveyor AND Elevator

For loading cars, trimming boats, conveying and elevating, can be used wherever grain, corn, seeds and lighter materials such as feed, is handled. It will transfer on the level, incline, around angles and elevate straight up, trim boats and load a car just as effectually at a distance of one hundred feet as if the car was only five feet away. Convey grain from one building to another as across the street. Grain is fed ahead of the fan, it being immaterial where and at how many points; air controlled by an automatic valve. Absolute force feed handles grain in any condition without damaging it in the slightest degree. Machine sent on trial.



Write for references and catalog No. 5

giving more detailed information.

THE BERNERT MFG. CO., 3309 North Ave., MILWAUKEE, WIS.

Did It Ever Occur to You

that the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business, and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it.

We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54 inch, Elevator Buckets, Conveyor Chain Belting, Sprckets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

The Strong-Scott Mfg. Co.

Minneapolis, Minn.

Northwestern Agents for

Richardson Automatic Scales

Invincible Cleaners

Knickerbocker Dust Collectors

Say you saw it in the

Journal

When you write our advertisers

Thanks



INTERNATIONAL MOLASSES FEEDS

INTERNATIONAL SPECIAL MOLASSES DAIRY FEED

INTERNATIONAL "CLIMAX" MOLASSES FEED

INTERNATIONAL SUGARED CATTLE FEED

INTERNATIONAL SUGARED HOG FEED

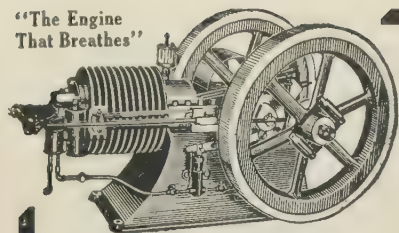
These feeds are unequalled in nutritive value; sell on sight and are repeaters wherever sold. We give exclusive agency to live dealers. Write us now and secure sole agency for your vicinity.

INTERNATIONAL SUGAR FEED COMPANY

MINNEAPOLIS, MINN.

Mills at Minneapolis and Memphis.

"The Engine
That Breathes"



THE GADE "BIG SIX"

The Gade Air Cooler for Your Elevator

Twelve Months Service Every Year!

Quality Built — Easily Operated — Saves Every Third Gallon of Fuel

Put the GADE AIR COOLER in your Elevator and you will have an efficient, reliable engine that will work for you every hour of the day. It is economic on fuel consumption; always ready, summer or winter; seldom gets out of order and it won't be long before the GADE will save you enough money to pay for itself.

Get our special proposition at once for ELEVATOR MEN.

GADE BROS. MFG. CO., 110 Main St., Iowa Falls, Iowa

New Era

New and Rebuilt
**GAS
ENGINES**

of our own
make, thor-
oughly guar-
anteed—8 to
50 H.P. Sim-
ple as the old
steam engine.



Let us know your requirements.
THE PORTSMOUTH ENGINE CO., Portsmouth, Ohio

SLIGHTLY USED

AND SAMPLE ENGINES

- | | |
|--------------------------------|-------------------------|
| 2—15 H. P. Fairbanks | 2—20 H. P. Fairbanks |
| 3—25 H. P. Fairbanks | 1—30 H. P. Fairbanks |
| 1—48 H. P. Kerosene, Fairbanks | |
| 1—50 H. P. Nash | 1—60 H. P. Westinghouse |
| 1—85 H. P. Foss | 1—100 H. P. Rathbury |
| 1—115 H. P. Bruce-Macbeth | |

Established 20 years. All references.

A. H. McDONALD

547 WEST MONROE ST., CHICAGO

SCALE TICKET COPYING BOOK

This book contains 125 leaves of scale tickets, four to a leaf. Each leaf folds back on itself so as with the use of a sheet of carbon to make a complete and perfect copy of the original on the stub which remains in the book. The original tickets form the outer half of the page, so the removal of any ticket does not disturb the others.

Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weighers Signature. Size, 9½x11 inches. Printed on good paper.

Order Form No. 73. **PRICE \$1.00.**

GRAIN DEALERS JOURNAL, La Salle St., Chicago, Ill.

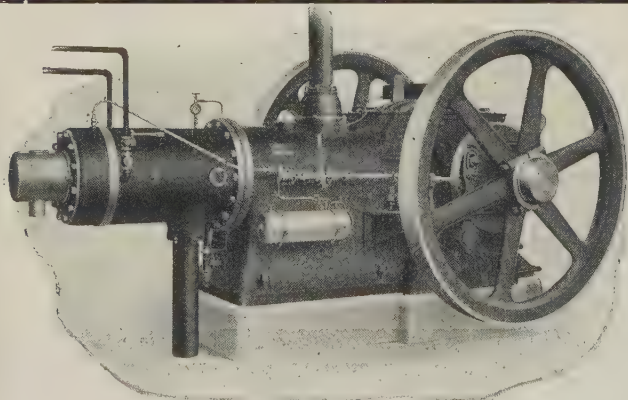
Put Your Name

where everyone identified
with the grain trade will
see it and keep it there.

THAT IS IN THE

Grain Dealers Journal

OF CHICAGO



Special Heavy Duty "Type C" 60 and 75 H.-P.

42,120,000 TIMES A 30 H.P. MUNCIE OIL ENGINE TURNED OVER WITHOUT STOPPING

Without Carbonizing Without Adjustment
Without Repairs Without Breakage

"It ran from the morning of May 1st to the evening of August 25th, a straight run of 117 days, for SNOWDEN BROS. CO., ON AN OIL LEASE near Bridgeport, Ill., using Crude Oil direct from the Wells as Fuel."

This is but one of the many MUNCIE OIL ENGINES that have been operating in this manner 24 Hours per day the year round FOR OVER SEVEN YEARS.

Buy the engine that has been in service long enough to prove its true value. It is past the experimental stage. **IT RUNS ON ANY LIQUID FUEL—IS SUITABLE FOR ANY SERVICE. YOU ARE PAYING FOR A MUNCIE, SO WHY NOT HAVE IT?**

Write us and we will convince you

MUNCIE OIL ENGINE CO.

54 Ohio, Cor. Railroads

MUNCIE, IND., U. S. A.

Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

In using this book the dealer minimizes the chance of making errors by posting from original entries.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. **Price, \$2.50.**

GRAIN DEALERS JOURNAL

315 So. La Salle Street

CHICAGO, ILL.

Grain Shipping Ledger

Form 24. An indexed shipping ledger for keeping a perfect record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10½x15½ inches, used double.

The book contains 100 double pages. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. **Price, \$2.50.**

GRAIN DEALERS JOURNAL

315 So. La Salle Street

CHICAGO, ILL.

THE INVINCIBLE Combination Scourer, Clipper and Cleaner

*Two machines in one at
about the one cost*

The best way to treat oats is to put them through this wonderful machine—it cleans, scours or clips, or all three on one operation.

To operate as a cleaner only a "carry-by-spout" is used, which brings into play the shaking shoe and screen action, as well as the air separation in the first and second separating trunks, making of this machine practically a receiving separator.

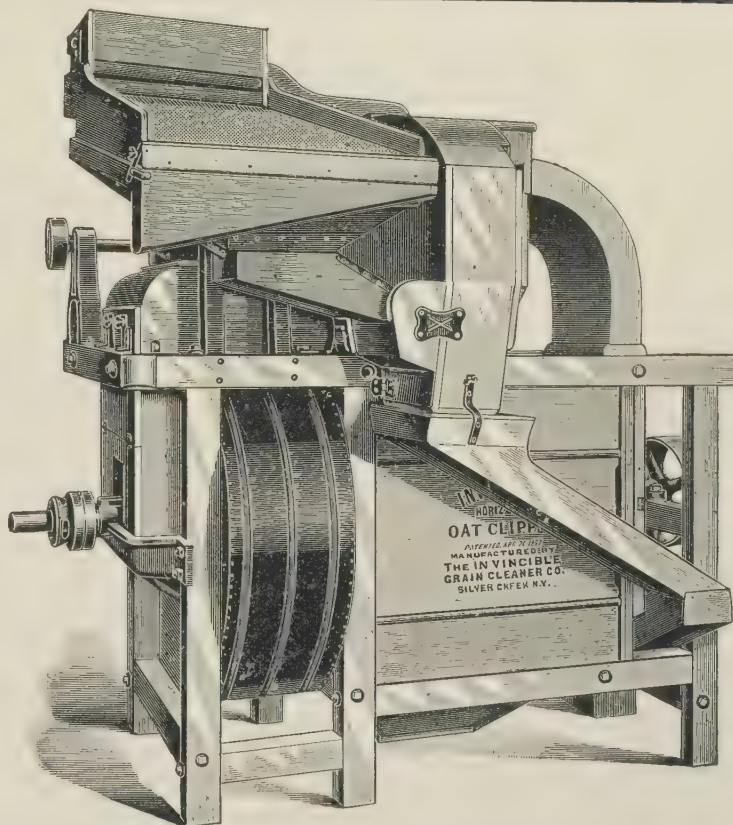
When used as a scourer or clipper the "carry-by-spout" is removed and the regular feed spout leading to the cylinder is inserted. This change is easily and quickly made.

For particulars and other information write nearest office.

Invincible Grain Cleaner Co.
SILVER CREEK, N. Y.

F. H. MORLEY, Jr. 805 Webster Bldg., Chicago, Ill.
C. L. HOGLE, 622 Board of Trade, Indianapolis, Ind.
C. WILKINSON, 6027 Chestnut St., Philadelphia, Pa.
CHAS. H. STERLING, Jefferson House, Toledo, Ohio

SPECIAL SALES AGENTS: BUCKLEY BROS., Louisville, Ky.,



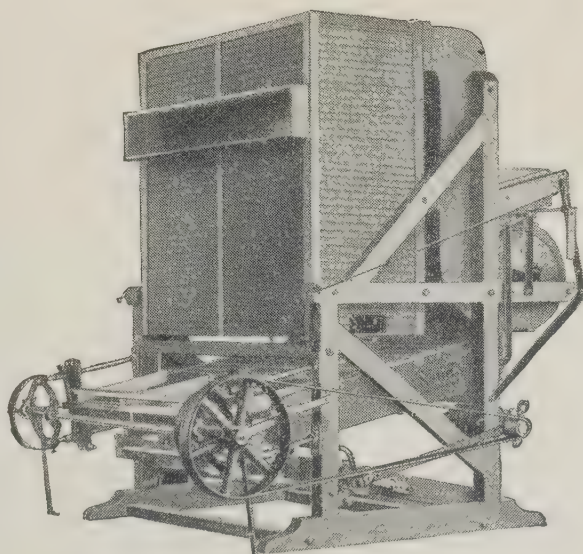
REPRESENTED
BY

F. J. MURPHY, 234 Exchange Bldg., Kansas, City, Mo.
F. E. KINGSBURY, Terminal Hotel, St. Louis, Mo.

J. J. CROFUT & CO., 612 McKay Bldg., Portland, Ore.
STRONG-SCOTT MFG. CO., Minneapolis, Minn.

Fosston Popularity

with the Grain Trade is a building process resembling the modern concrete—it grows stronger every year.



Rear view of the New Process showing the Gang and Sieve Cleaning Device.

The "Process" employed by the wide-awake elevator operator in building up his grain profits is the

No. 66 NEW PROCESS CLEANER—GRADER—SEPARATOR

If you are going to build or install a new cleaner, get our liberal installation and service agreement. Let us show you how to get the maximum profit from your grain and pay for the cleaner from a couple of cars of screenings.

Our beautiful new catalogue is ready—a postal will bring it.

Fosston Manufacturing Co.

140 Merriam Park, St. Paul, Minn.

"Wanted" and "For Sale"

The rate for advertisements in this department is 20 cents per type line each insertion

ELEVATORS FOR SALE.

TWO ELEVATORS for sale, liberal terms. Write Coon Bros., Rantoul, Ill.

ONLY ELEVATORS at two good Kansas wheat stations. Write J. Jacobson, Formoso, Kans.

GOOD KANSAS grain elevator for sale, cheap, at Sharon, Barber County. Address F. P. Hawthorne, McPherson, Kans.

FOR SALE—NORTHERN INDIANA, up-to-date elevator in good section. Address Rudolph V. Shakes, Plymouth, Ind.

FOR SALE—Elevator and coal business in town of 12,000 population; no competition; good reason for selling. Address P. O. Box 414, Oskaloosa, Iowa.

NORTHWESTERN OHIO. For sale, one of the best elevator and coal propositions in the state. Address C. O. D., Box 7, Grain Dealers Journal, Chicago.

FOR SALE—12 M. capacity elevator and feed mill in Freeborn Co., Minn. A bargain. Address Exceptional, Box 9, Grain Dealers Journal, Chicago, Ill.

IOWA ELEVATOR—Best grain growing section of the state. Elevator in good repair, good competition and receipts 250,000 to 400,000 bu. Always a money maker. Address Gilchrist, Box 8, Grain Dealers Journal, Chicago, Ill.

FIRST CLASS, cribbed, 24-bin elevator with coal sheds; corn cribs; town of 5,000; main line of I. C. R. R. Must be sold by Aug. 1st. Don't answer this ad unless you mean business. Address Iowa, Box 12, Grain Dealers Journal, Chicago, Ill.

MINNESOTA ELEVATOR for sale or trade for land. Modern 14 bin cribbed construction; has engines, dump and hopper scales, cleaners, eight bin coal house, corn crib. For further information and price write E. J. Matteson, St. Peter, Minn.

CENTRAL ILLINOIS elevator for sale. Strictly modern; built less than a year ago, in city of 7,000 population. Handle 300,000 bu. annually. Nice coal and feed business. Also have fine residence near elevator. Address Hillard Box 9, Grain Dealers Journal, Chicago, Ill.

COLORADO elevator for sale. Feed mill and coal business in connection; in live town. Best dairy section of state. Plant entirely new and equipped with up-to-date machinery throughout. Can show where business cleared \$3,000 in one year. Good reasons for selling. Would consider good income property. Address Walnut, Box 10, Grain Dealers Journal, Chicago, Ill.

A KANSAS TERMINAL ELEVATOR for sale at a sacrifice bargain. Located Coffeyville, Kansas, Pacific, Katy and Santa Fe Railways, especially fit for transfer, shelling, grinding, cleaning, mixing shipments in transit for trade South and Southeast, great feed consuming territory. Capacity of elevator about forty to fifty thousand bushels and two warehouses twenty by sixty and twenty by eighty feet. Elevator equipped with dumps, power scoops, car puller, hopper scales, cleaning, shelling and grinding machinery. Coffeyville has eighteen to twenty thousand inhabitants, good schools, churches, factories, interurban service to adjacent cities. This will be a snap bargain and a money-maker for someone. Write now for price and particulars to H. L. Strong, Conway Springs, Kansas.

ELEVATORS FOR SALE.

LARGE ELEVATOR and fine residence in a good Illinois town, might be exchanged for Indiana land if well located. Address B. S. Box 9, Grain Dealers Journal, Chicago, Illinois.

FOR SALE—Elevator in good wheat and corn country in Northern Kansas. Giffen Culbertson, Executor of F. C. Kellogg, dec'd, Long Island, Kans.

FOR SALE—A small line of elevators in N. W. Iowa and S. E. South Dakota. Will sell all or separately. Address "A, Box 8," Grain Dealers Journal, Chicago, Illinois.

FOR SALE—Two best elevators in Eastern Illinois Corn Belt. No competition. Will handle about 200,000 bushels per year. Address Eastern Illinois Elevators, Box 10, Grain Dealers Journal, Chicago, Ill.

EASTERN MONTANA, 20M bus. elevator for sale. First class in every particular, and practically new. 150M bus. handled this last season. Reason for selling, have other business. Address A. P. Rounce, Mondak, Mont.

CENTRAL KANSAS elevator on C. R. I. & P. for sale. Private ground; 17,000 bus., elevator; modern equipment. Price \$5,000. Also land in Kiowa and Gray counties for sale on good terms. Address C. R. Rixon, Greensburg, Kansas.

CENTRAL OKLAHOMA—12,000 bu. capacity; elevator must be sold by August 25th. Price \$2,250, \$1,000 cash will handle. Address Lucien, Box 12, Grain Dealers Journal, Chicago, Illinois.

TWO SO. DAKOTA elevators for sale. Located at Madison and Saranac. 20,000 bu. capacity each. Well equipped and in good shape. Ready for fall business; big crops in sight. Have no use for them, and will sell for half what they are worth. Price \$4,000. E. H. Wood, Pierre, S. Dak.

SOUTHEASTERN OKLA. grain, flour and feed business for sale. M. K. & T., Frisco and M. O. & G. Rys. 20,000 bu. elevator equipped with sheller, feed mill, modern machinery, electric power. Feed warehouses with storage cap. of 40 to 50 cars sacked grain. Annual business about \$200,000. Old est. wholesale flour and feed business with merchants. No retail. Bumper crop prospect; oats and corn. Best offer will be accepted on this valuable property within a reasonable time. Half cash, bal. easy terms; would consider trade for imp., unincumbered land in Kans., Okla. or Texas. Good reason for selling. Investigate. Address Box 567, Durant, Okla.

OKLAHOMA CITY, OKLA.—Terminal elevator for sale or rent, with large storage capacity. Equipped with 100-ton track scale, 50-ton hopper scale, wagon and platform scales, corn sheller, clipper, cleaners and feed rolls. Motive power: 125-h.p., one 20-h.p., one 15-h.p., one 7-h.p. electric motors. One 40-h.p. boiler to operate Hess Dryer. This elevator is on private property with trackage on both sides, and has free switching to four trunk lines. This affords a splendid opportunity for a live grain firm to acquire and operate an elevator in a live and rapidly growing city, the gateway to the South. Would take good land in part payment. If interested, write to J. C. Pearson, Marshall, Okla.

ELEVATORS FOR SALE.

A MONEY-MAKING OHIO ELEVATOR for sale. Big dividends; a good living on a small investment. Will trade. Address, Money-maker, Box 2, Grain Dealers Journal, Chicago.

A CENTRAL OHIO plant now for sale which I've refused \$22,500.00 for. Fine location and fine territory. Would consider good farm land, well located, on deal. Address National, Box 10, Grain Dealers Journal, Chicago, Illinois.

NORTHERN INDIANA elevator for sale or will trade for land or good income property. 15M bu. capacity; will handle about 100 cars per year; in a new country and will soon handle double this amount. Can be bought on easy terms. A good place for live man. Address Knox, Box 12, Grain Dealers Journal, Chicago, Ill.

NEBRASKA elevator for sale. 7M capacity; on O. & St. J. & G. I. Good location. Schools, churches. Country prospects for crop of all kinds never better. Other business reason for selling. A good chance to get a good business reasonable. Will consider trade. Address Vincent, Box 10, Grain Dealers Journal, Chicago.

TRUSTEE'S SALE.

Notice is hereby given that the undersigned Trustee under the terms, conditions, power and authority of a certain trust instrument executed and delivered to me as Trustee by Fred S. Lockwood of Portland, Michigan, on the twenty-ninth day of July, A. D. 1911, will sell at public auction to the highest bidder, on Tuesday, the eighth day of July, A. D. 1913, at two o'clock in the afternoon, at the Lockwood Elevator in Portland, Ionia County, Michigan, all of the personal property now held by me in trust and described as all coal, wood, beans, clover seed, oats, grain, hay, feed, lime, cement, bags, bagging, books of account, one automobile, and any and all other personal property not specially mentioned but conveyed and transferred to me and now in my possession as Trustee located in and about the premises known as the Lockwood Elevator, as well as the real estate with the elevator plant and building, machinery, etc., in connection with and used in the operation and carrying on of the elevator aforesaid, which plant is located on the Pere Marquette Railroad tracks at the junction of Pleasant and Railroad Streets, in the Village of Portland, County of Ionia, Michigan. An itemized inventory of the personal property may be seen at the office of the Webber State Savings Bank, Portland, Michigan, and will be on hand for examination before the opening of said sale. Said sale will be for cash.

I shall offer the property in parcels: (1) The bills and accounts receivable; (2) all other personal property; and (3) the real estate and plant.

I shall then offer the entire property in bulk and dispose of the same according to the highest amount offered.

The property comprises an up-to-date, first class elevator plant located on the Pere Marquette Railroad tracks, as well as an established trade and will make an excellent investment for anyone interested in the business of handling grain, coal, wood, etc., and carrying on the elevator business generally. The country surrounding the Village of Portland is of the highest agricultural excellence and no better location for this class of business can be found anywhere.

Dated Portland, Michigan, June 14, 1913.
LORENZO WEBBER, Trustee.

ELEVATORS FOR SALE.

IOLA, KANSAS elevator and feed mill for sale. Must be sold for cash at once. Address G. E. Pees, Iola, Kansas.

MINNESOTA elevator for sale, located in Becker County; 25,000 bu. capacity. Address Linn, Box 12, Grain Dealers Journal, Chicago, Ill.

NEBRASKA elevator for sale. 18,000 bu. capacity; located at Gladstone, on the C. R. I. & P. Ry. Address W. G. Van Buren, Gladstone, Nebr.

CENTRAL OHIO elevator, coal and feed business for sale. Gilt edge proposition. Address "Owen," Box 8, Grain Dealers Journal, Chicago, Ill.

WESTERN OHIO elevator for sale. Capacity 200 cars per year; in excellent condition. For particulars write W. E., Box 12, Grain Dealers Journal, Chicago.

FT. WORTH, TEXAS—50,000 bu. elevator for sale. Fine location; good business; 14 steel bins, track and hopper scales. Write Doggett Grain Co., Dallas, Texas.

OKLAHOMA—One practically new elevator located at Davidson in the Red River Valley. Crops immense. Present owners never in grain business. A big bargain for quick sale. Address Hicks & Morrow, Vernon, Texas.

EASTERN KANSAS—For sale, 12,000 bu. elevator and feed mill in good corn and wheat belt and first class college town. Large cider plant in connection with capacity of 1,900 bbls. last season. This plant is new and up-to-date and the best proposition in Kansas. Address Flowers Box 9, Grain Dealers Journal, Chicago, Ill.

TWO ELEVATORS—10M capacity; 100,000 bu. handled. One located on G. T. Ry. and one on P. M. & Wab. Rys. \$10,000 for both plants. Handle under your name. Good location and fine growing prospects. Sickness cause of selling. Address Bargain Box 11, Grain Dealers Journal, Chicago.

FOUR IOWA ELEVATORS FOR SALE
All on C. R. I. & P., and practically new. Cleaning elevator at Bennett, 20,000 bu. capacity, and in A No. 1 shape. No competition.

Elevator at Dixon, 10,000 bu. capacity with implement business, cement block factory and automobile garage in connection. No competition.

Elevator at Tipton, 10,000 bu. capacity with coal yard in connection. One competitor on C. & N. W.

One elevator at New Liberty, only one in town.

These are all located in the best grain section of Iowa, about 20 miles west of Davenport, and the combined shipments of these houses is about 400,000 bu. per year. Will sell same separate or all together. Price right. Address John Dammann & Co., Bennett, Iowa.

ELEVATORS WANTED.

WILL EXCHANGE 192 acre farm, mile and three-quarters from Hamilton, Ohio, two sets improvements, for elevators. Address Dick, Box 10, Grain Dealers Journal, Chicago, Illinois.

WANTED TO LEASE an elevator in Northern or Central Illinois. Give full description, price, terms, etc., in first letter. Address Chase, Box 11, Grain Dealers Journal, Chicago, Illinois.

FOR TRADE—Fine farm of 560 acres for good elevators. Splendid grain and stock farm in Audrain Co., Mo. Address V. M. Morgan, 621 Board of Trade, Indianapolis, Indiana.

NORTH DAKOTA—Want to lease elevator in central part of state on Milwaukee, Soo or No. Pacific. State rental price. Address Samuel, Box 11, Grain Dealers Journal, Chicago, Illinois.

ELEVATORS WANTED.

GOOD ELEVATOR wanted in town 2,000. What have you? Address Helm, Box 12, Grain Dealers Journal, Chicago, Ill.

NEW INCOME property in good Ohio Town to exchange for elevator. Address Ross, Box 10, Grain Dealers Journal, Chicago, Illinois.

WILL PAY CASH for good Illinois or Indiana elevator handling 200,000 bu. Give full particulars first letter. L. Kaiser, Oakland, Illinois.

WANT TO RENT good elevator. Must be well located; can give references; 16 years in the grain business. Address South, Box 12, Grain Dealers Journal, Chicago, Illinois.

WANTED TO BUY—Old elevators, factories, mills and other buildings of size for wrecking purpose. Write us what you have. La Crosse Wrecking & Lumber Co., La Crosse, Wis.

FIRST CLASS HOTEL in one of the best cities in Nebraska. Three-story brick, forty rooms. Rents for \$150 per month. Building in good shape. County seat with three railroads. Will trade this property for good elevator in a good grain country, where they are handling around 100,000 bus. of grain a year. This offer is for a short time only. Address Nebr., Box 12, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR LEASE.

TO LEASE, for a term of years, Elevator, Burlington, Iowa; wooden construction; capacity 800,000 bushels, in good condition; sprinkler system. Address E. A. Howard, Real Estate & Industrial Commissioner, C. B. & Q. R. R. Co., 547 West Jackson Blvd., Chicago, Ill.

BUSINESS OPPORTUNITIES.

FOR SALE—Feed Mill and Coal Yard. Troy Feed & Fuel Co., Troy, Ohio.

NORTH DAKOTA—Controlling interest in grain, seed, feed and fuel business for sale. For particulars write Dublin, Box 12, Grain Dealers Journal, Chicago, Ill.

WANTED TO TRADE for land, \$50,000 Western Grain and Milling business. Plants modern and in first class shape. Address Albany, Box 12, Grain Dealers Journal, Chicago, Illinois.

FOR SALE—Alfalfa mill complete (Robert's Machinery), 25 tons per day cap. Elevator 15,000 bu. cap., built 3 years. Good hay and grain locality. Address The Hillrose Milling and Mercantile Co., E. H. Link, Sec'y, Hillrose, Colorado.

AN OKLAHOMA BARGAIN.

If you are thinking of changing locations, I have the very thing you want. I have a plant for sale that is a money-maker, complete in every respect. Note the description: Building two-story, rock and brick, 30x60; lot 30x140; also hay barn, 25x30; corn crib 16x30; lot fenced in woven wire for poultry; hydrant in chicken yard; one 20-horse gasoline engine; one Western Cleaner; one cylinder sheller, capacity 300 bu. per hour; one chop grinder, capacity one bu. per minute. Equipped with full set of elevators. Small brick house for gasoline tank; storage room for about 1,600 bu. shelled corn and 600 bu. oats in building; other bins for purpose. Room in 2d story for two car loads of flour; room on lower floor for one car of sack feed; one pair Fairbanks wagon scales; three pairs house scales; one delivery wagon; and other things too numerous to mention. Average year's business, about \$30,000. Present owner wants to retire and will sell for \$5,500, if sold soon. Property is free of incumbrance. In a good town and a good location. Terms \$2,500 cash, balance to suit. Address A. B. Watkins, Crescent, Okla.

MILL WANTED.

WANT 100 BBL. flour mill that is running and paying; worth \$11,000. Have 400 acres Clay Co., Minn., land; value \$16,000; mtgd. for \$5,000; trade equity for clear title to mill. Hobart Land Co., Mpls., Minn.

MILLS FOR SALE.

EAST CENTRAL, IND.—50-bbl. Mill, 10,000 bus. elevator and 40 car coal business. Fine grain country. Prospects never better. Price \$7,500, terms. W. F. Farmer, Cloverdale, Ind.

A \$10,000.00 MILL and 3-acre tract with 6-room residence property, active operation, all for \$6,000.00. Half cash, balance time. Address Alabama, Box 12, Grain Dealers Journal, Chicago.

MINNESOTA mill for sale or trade; 80 bbl. capacity; located in Pope Co. Must sell on account of poor health. Good bargain if sold at once. Address O. O. Maland, Cyrus, Minnesota.

GRINNELL, IOWA, flour mill for sale: new machinery recently installed costing \$4,500; mill in A-1 condition, valued at \$10,000. For quick sale will make big discount. Want cash offer. W. A. Fris, owner, 906 Story Bldg., Los Angeles, Calif.

WESTERN OHIO—76 bbl. mill and elevator for sale. Good coal and feed business in connection. Located on Main line of Big Four R. R. Town of 1,500; electric lights; good schools; three churches and fine farming country. Will sell cheap. Good reasons for selling. Address Celina, Box 8, Grain Dealers Journal, Chicago, Ill.

MILL AND ELEVATOR FOR SALE.

A first-class modern, steam power, 75-barrel flour mill with grain elevator in connection, located in one of the best grain sections of Northeast Nebraska. Mill is equipped with Barnard Rolls, Plansifter, and a full line of up-to-date machinery. Plant has run steadily for years, and enjoys a splendid trade at profitable prices. Elevator will handle 125,000 bushels of grain on a good crop. The business is a money-maker. Good reasons for selling. Address Owner, Drawer No. 2, Chamber of Commerce Branch, Minneapolis, Minn.

ATTENTION MILLERS!

We have an excellent milling property for sale, and are desirous of reorganizing the company and forming a joint stock company. The necessary capital can be easily and quickly raised in this town; all that is needed is a man who is experienced in the business and who has the ability to form a company of this kind. The plant is located in the celebrated Ozark region of Southwest Missouri; splendid soft wheat country; fine climate; good schools. Only those who can invest from two to three thousand dollars in the business need apply. For further particulars address J. D. Kastendieck, Sr., Billings, Mo.

HELP WANTED.

WANTED—Competent flour packers, state references. Address Packers, Box 11, Grain Dealers Journal, Chicago, Ill.

WANTED—Experienced elevator foreman, state references, wages expected. Address Elevator, Box 11, Grain Dealers Journal, Chicago, Illinois.

WANTED—A man familiar with the coal and grain trade in Iowa, Minn., and Illinois. Good salary to the right party. State references when writing. Address Fisher, Box 12, Grain Dealers Journal, Chicago, Illinois.

WANTED—By a grain concern, a young man who has grown up in an Eastern Malting business, who is a good judge of barley and wants to come to Minneapolis. Address Wood, Box 12, Grain Dealers Journal, Chicago, Illinois.

MANAGER WANTED—Active and experienced grain man wanted to take not under \$2,000 stock and manage elevator and feed mill in Oklahoma. Address M. L., Box 11, Grain Dealers Journal, Chicago, Ill.

WANTED—First class elevator man; one who is thoroughly familiar with all machinery pertaining to an elevator, including the manufacture of mixed feeds; party must be sober, reliable and have good references. Good position for the right party. Answer quick. Lock Box 1108, Memphis, Tenn.

SITUATIONS WANTED.

WANTED—A POSITION in country elevator. Would accept job as helper. Minn. or Iowa preferred. C. R. Smith, Mallard, Iowa.

POSITION WANTED as traveling grain solicitor. Age thirty-one. Nine years' experience as buyer for Farmers Elevator Companies and others. Address Lake, Box 12, Grain Dealers Journal, Chicago, Ill.

EXPERIENCED single man, age 27, desires position as manager of good country elevator. Prefer Central Minn. or Eastern No. Dak. Good references. Address O. K., Box 12, Grain Dealers Journal, Chicago.

POSITION WANTED in large elevator. Can handle gas or steam engines. Fifteen years' experience. Best of references. No bad habits. Try me. S. W. C., Box 8, Grain Dealers Journal, Chicago, Ill.

POSITION as buyer and manager of Farmer's or line elevator. Five years' experience buying and selling. A-1 references. Nebr. or Dakota preferred. Address Fuller, Box 11, Grain Dealers Journal, Chicago, Ill.

WANTED—POSITION as traveling solicitor for commission house, by a party with twenty-three years experience in the grain trade. Address J. W., Box 11, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED—A well experienced grain man would like to make contract with a good grain firm to manage an elevator at a country station on joint account. Good references. Address R. G. Box 9, Grain Dealers Journal, Chicago.

POSITION WANTED with grain firm. Have three and a half years experience. Can furnish best of references. Understand gasoline engine thoroughly. Address Reserve, Box 10, Grain Dealers Journal, Chicago, Illinois.

POSITION WANTED as manager of co-operative or line elevator. Have had 25 years' experience in flour mill and grain elevator. Am capable of taking full charge. Can furnish best of references. Address Box 121, Elwood, Indiana.

POSITION WANTED as grain buyer or elevator manager. Long experience in the handling of grain. Best of references. North Dakota elevator preferred. Address Windsor, Box 10, Grain Dealers Journal, Chicago, Illinois.

WANTED POSITION—As traveling solicitor or buyer at a good country station by young man with 10 years' experience in grain business. Best references; correspondence solicited. Address J. A., Box 12, Grain Dealers Journal, Chicago, Ill.

WANTED POSITION—As grain buyer with good firm; 10 years' experience; married; speak German and can handle any kind of engine and machinery; at present employed; with same man six years. Address Cornish, Box 12, Grain Dealers Journal, Chicago, Illinois.

SITUATION WANTED by married man age 34. Speaks German and English. Can handle gasoline engine and good machinist. Good judge of grain. Two years' experience in elevator. Best of references as to character and ability. Address E. J. J., Box 453, Dell Rapids, S. Dak.

WANTED—POSITION as manager of a Farmer's elevator, by a well experienced grain man 26 years of age and married. Have spent my life thus far in grain business and am well acquainted with grain trade of Nebraska. Am at present employed. Can furnish the best of references. Address Worth, Box 10, Grain Dealers Journal, Chicago, Ill.

NORTH DAKOTA GRAIN BUYER with clean record, can get the trade and hold it. 40 years old, married (German). Has handled all kinds of grain for 20 years, is well able to guarantee satisfaction. References to this fact furnished. Seeks new engagement for coming season at a place where a high grade buyer is wanted. State salary paid when writing. Address A. A., Box 11, Grain Dealers Journal, Chicago.

SITUATIONS WANTED.

WANTED — POSITION as manager of farmers' elevator. 13 years' experience in business. References as to my character and ability. Address Box 173, Mishawaka, Indiana.

POSITION WANTED as grain buyer in country town by a married man. Speak German and American. 20 years experience. Best of references. Address Lock Box 37, Van Horne, Iowa.

WANTED, A JOB as elevator manager and bookkeeper. Eight years experience in the grain and implement business. Good mechanic and expert gas engine man. Good references. L. Smiddy, Lacrosse, Ill.

POSITION WANTED as manager of country elevator. Have had 15 years' experience; 36 years of age, married. Best of references. Address V. F., Box 11, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED, by married man of thirty, as manager and buyer in some Farmer's Elevator in the Northwest. Have had seven years' experience in the grain business. Address Younger, Box 11, Grain Dealers Journal, Chicago, Illinois.

POSITION WANTED as traveling solicitor, auditor or manager. Age 30, good record, A-1 references. With present firm four years. Want change to location in Northwest. Write Energy, Box 11, Grain Dealers Journal, Chicago, Illinois.

POSITION WANTED as manager of good elevator. 15 years' experience in the milling and elevator business. Can do most anything. Best of references. Will go anywhere and will come on 30 days' notice. Address W. R. Kinsey, Sykesville, Md.

AGENCY WANTED.

AM AN ABLE and aggressive young man, 15 years in the hay and grain business and desire to represent a manufacturer of Alfalfa Products and shippers of Alfalfa hay in Greater New York and Long Island. Am well known among the consumers and retailers and bear an excellent reputation in the trade. Am about to open an office in New York and will handle business on a commission basis. Can offer excellent references as to my standing and ability. Address Responsible, Box 12, Grain Dealers Journal, Chicago, Ill.

SCALES FOR SALE.

SCALES of all kinds repaired, rebuilt, tested and sealed. Elevator and mill scales our specialty. All work guaranteed. Address Young Bros., 1 Bridge St., Toledo, O.

SECOND-HAND SCALES OF ANY make, size or price find many ready buyers if full description is given in an advertisement inserted in the "Scales For Sale" columns of the Grain Dealers Journal, Chicago.

REFITTED SCALES AT BARGAIN PRICES.

100-Ton 42' Fairbanks R. R. Scale.	\$275.00
10-Ton 14'x8' " Wagon Scale.	70.00
6-Ton 22'x8' " " "	65.00
6-Ton 14'x8' " " "	60.00
4-Ton 14'x8' " " "	50.00
5,000-lb. 48"x48" Fairbanks Dormant Scale	50.00
3,500-lb. 42"x44" Fairbanks Dormant Scale	35.00
3,500-lb. 42"x44" Fairbanks Standard Scale	25.00
1,200-lb. 43"x33" Fairbanks Standard Scale	20.00
2,000-lb. Fairbanks Portable	25.00

f. o. b. St. Louis, Mo.
Guaranteed accurate.

HOWE SCALE CO.,
409 N. 4th St., St. Louis, Mo.
We Repair Any Make of Scales.

GASOLINE ENGINES.**LOW PRICE FOR QUICK SALE.**

One 25 h. p. Foos Gasoline Engine, almost new. Address Salem, Box 12, Grain Dealers Journal, Chicago, Ill.

POWER USERS:—Gasoline engine bargains from 1 to 100 h.p. Get our big list and state your power requirements before you buy. Badger Motor Co., Milwaukee, Wis.

GAS ENGINE FOR SALE—A double tandem automatic gas engine, 250 h.p. on natural gas, or 200 h.p. on producer gas. We are prepared to offer a great bargain. Phoenix Iron Works Co., Meadville, Pa.

GASOLINE ENGINE FOR SALE—Foos 18 h.p., good condition; will sell with tanks, spark coil all complete, account replacing with larger engine. Can see engine running now at Denver, Ind. Price f. o. b. Denver, Ind., \$185.00. O. Gandy & Co., So. Whitley, Indiana.

DON'T MISS THESE BARGAINS.

25 H.P. Alamo	\$300.00
15 H.P. Foos	250.00
8 H.P. Fields, new	175.00
6 H.P. Havana, new	155.00
3 H.P. Red & Ready, new	75.00
16x48 Sioux City Corliss	650.00
New 1,000 bu. Automatic Scale	200.00

H. GROSS LUMBER & WRECKING CO.,
Steam Boilers All Sizes. Omaha, Nebr.

GASOLINE ENGINES FOR SALE.

44 H. P. Fairbanks-Morse.
25 H. P. Columbus.
25 H. P. Fairbanks-Morse.
22 H. P. Fairbanks-Morse.
15 H. P. Fairbanks-Morse.
12 H. P. Fairbanks-Morse.
6 H. P. Fairbanks-Morse.
4 H. P. Fairbanks-Morse.

Also fifty engines of varied sizes and all makes. Address A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

MACHINES FOR SALE.

FOR SALE CHEAP—One No. 4 Monitor Dustless Cleaner in first class shape. L. B. Spracher & Co., Sibley, Iowa.

FOR SALE—Four roll Stevens Feed Mill 9"x15". Very cheap. Kiest Milling Co., Knox, Indiana.

FOR SALE—One No. 33 Eureka Oats Clipper; good as new. Stevenson & Clark, Frankfort, Indiana.

FOR SALE—One Double Monitor Dustless Flax Cleaner; nearly new. For particulars write Farmers Elevtr. Co., Buffalo, N. Dak.

MACHINES AT A BARGAIN.

5 sets double rolls.
1 Becker Brush, size 5.
1 Plansifter No. 1.
1 Plansifter No. 11.
2 G. F. Smith Middling Purifiers.
1 No. 0 Monitor Separator.
1 Smut Separator.
1 Flour Dresser.
1 Gortons Imp. Centrifugal Reel.
All of the above machinery is practically new. E. A. Miller, Centralia, Kansas.

SACRIFICE SALE NOW ON.

All Makes and Sizes of Attrition Mills.
16" to 24" Robinson's\$65 to \$120 ea.
16" " 26" Unique's 60 " 130 "
16" " 36" Monarch's 60 " 200 "
16" " 36" Foos's 60 " 200 "
16" " 26" American's 55 " 200 "
16" " 24" Halsted's 55 " 135 "

Many types of single head mill also. We need the room for other purposes.

All the above mills completely remodeled and reconstructed. Guaranteed to be in as near a new condition as second-hand machines can be made. Also a full line of Roller Mills, Separators, Reels, Roller Feed Mills, Shellers, Buhr Mills, Corn Crushers, Crackers, etc. Write us for catalogs today. Give us a chance on all your requirements, whether new or second-hand.

George J. Noth,
No. 9 South Clinton Street, Chicago, Ill.

MACHINES FOR SALE.

FLOUR MILL, FEED MILL AND ELEVATOR MACHINERY AND SUPPLIES.

The largest Stock of Overhauled and reconstructed Machinery in the World.

Roller Feed Mills:—9x18 Dawson, 9x24 Acme, 9x24 Nordyke & Marmon, 9x30 Wolf, all three pair high; and 9x18 Allis two pair high; one No. 0, No. 1 and No. 2 Willford three roll high, and many others listed in our Bargain Book.

Write for one—Mailed on request.

Corn and Cob Crushers:—No. 1 Richmond, No. 14 Economy, No. 5 and No. 6 Excel, Foos Scientific Mills, No. 2 "Triumph," one "Horton," one No. 2 Acme, one No. 7 Sullivan, etc.

Corn Shellers:—No. 0 and one No. 1 Victor corn shellers cleaners combined, one No. 2, one No. 2½ and one No. 4 Western Warehouse Cornshellers, one No. 2 and one No. 2½ Western Rolling Screen Corn Cleaners; one No. 1, one No. 2 and one No. 4 Victor Corn Shellers.

Attrition Feed Grinding Mills:—24 inch "Robinson," 16, 20, 24, and 30 inch "Monarch"; 18 and 24 inch "Modern Special"; 30 inch "American"; 16, 19 and 24 inch Foos; 24 inch "Unique."

Single Roller Mills:—9x24 "Noye"; 9x18 "Odell"; 9x12 "Case"; 10x24 and 12x24 "Downtown"; 12x30 Allis.

Double Roller Mills:—All Sizes and Makes.

Separators, Oat Clippers, Scourers, Dust Collectors, and Everything for Flour Mills, Feed Mills and Elevators.

Elevator Belts with Buckets Attached, at Extremely Low Prices—in either Cotton, Rubber or Canvas—Stitched Belt with "Salem" Steel Grain or Steel Corn Buckets Attached.

Write for "Gump's Bargain" Book, giving complete list of all Machinery, Belting, Pulleys, Shafting, Elevator Belting, Buckets, etc., with Net Prices. Mailed Free on Request.

Est. 1872. Inc. 1901.

B. F. GUMP CO.,
431-437 So. Clinton St.,

Chicago, Illinois.

MACHINES FOR SALE.

FOR SALE—One Victor No. 2 warehouse corn sheller in good repair. Price \$30.00 F. O. B. Robinson, Kansas. Address Box No. 226, Robinson, Kansas.

FOR SALE—60 foot smoke stack, used two months; have installed oil engine. This stack cost \$132.05 at factory. Bargain if sold quick. The Wadsworth Feed Co., Cavett, Ohio.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, O.

HAY WANTED.

WANTED—100 Cars Oat Straw. C. T. Hamilton, New Castle, Pa.

HAY & STRAW WANTED—Correspond with us. W. J. Armstrong, Milwaukee, Wis.

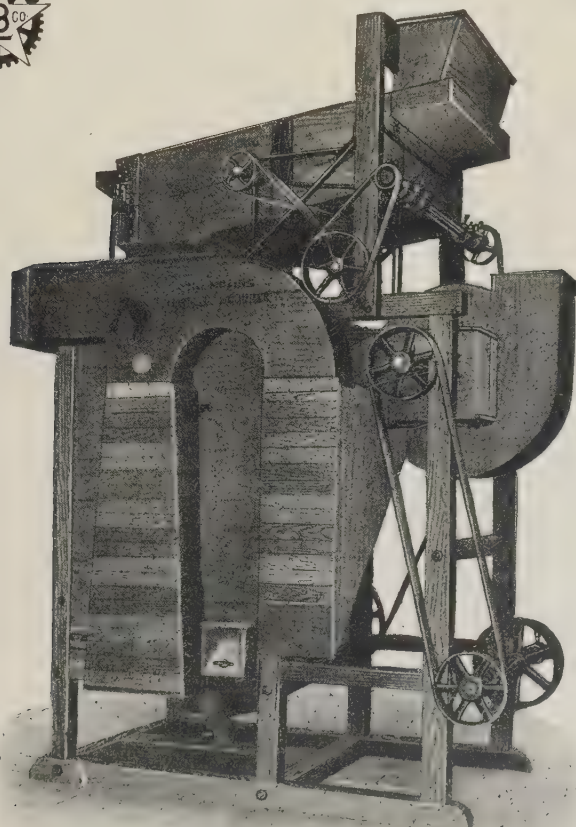
HAY & STRAW WANTED—Correspond with us. T. D. Randall & Co., Suite 65-68, 234-236 S. La Salle St., Chicago, Ill.

GRAIN WANTED.

WANTED—YELLOW EAR CORN. C. T. Hamilton, New Castle, Pa.

WOOL.

WOOL WANTED—If you have wool for sale write, wire or phone us. See our ad on another page. Kraus & Apfelbaum, Columbia City, Indiana.



A Slow Speed Machine

Because of its slow speed the **MOLINE Upright Oat Clipper** is a favorite wherever used.

It also saves from 40% to 60% of the power required by horizontal machines. Figure out the difference this makes in your fuel bill.

Not only this, but it does the work better, the ends of the berry being clipped the hardest.

Because of its by-pass spout, it is not only a clipper but can be used as a receiving separator.

Give our new shops a trial.

BARNARD & LEAS MFG. CO.

**MILL BUILDERS AND
MILL FURNISHERS**

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

SEEDS FOR SALE—WANTED

SECOND-HAND BAGS AND BURLAP.

WANTED:—BURLAP BAGS, all sizes of heavy bags for grain. Send samples and prices to The Raymond P. Lipe Co., Toledo, Ohio.

BURLAP BAGS OF EVERY KIND FOR SALE: new or second-hand, plain or printed with your brand; Seamless Cotton Grain Bags; Sample Bags, Burlap, Cotton Sheet- ing, or Paper for Car Lining, etc. Wanted: second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago.

BUILDING MATERIAL.

FOR SALE:—All oak and white pine timbers, cribbing and flooring from Rock Island elevator, 13th st. and Chicago River, Chicago, now being wrecked. Bargains in carload lots. Ruel Wrecking Co., 7337 Stony Island ave., Chicago.

SEEDS FOR SALE.

GOOD, SOUND, RECLEANED Black-eye Cowpeas, \$2.00 per bushel, bags included; F. O. B. Walkerton. B. I. HOLSER & CO., Walkerton, Ind.

SEEDS FOR SALE.

SEED BUYERS AND SELLERS can quickly sell and quantity, or buy any amount or quality by making their want known through an insertion of an advertisement in the "Seeds For Sale" columns of the Grain Dealers Journal, Chicago.

Can You Offer

Cane - Millet - Clover - Pop Corn

Send Samples

J. G. Peppard Seed Co.

Kansas City, Mo.

Kraus & Apfelbaum

Wholesale Dealers

Columbia City, :: Ind.

WOOL

We are in the market at all times for wool. If you have any to sell, write, wire or phone us. Remember we buy it F. O. B. your station.

Have 10,000 Bu. CHICKEN FEED WHEAT on hand

Wire or Write for Samples and Prices

HUHN ELEVATOR COMPANY

Chamber of Commerce, MINNEAPOLIS, MINN.

Sales, Shipments and Returns

A book invaluable to the country grain shipper for keeping a detailed record of his sales, shipments and returns. Its use will save much time and book work. The pages are used double. The left-hand pages are ruled for recording **SALES and SHIPMENTS**; the right-hand pages for **RETURNS**. **SALES** column headings are Date, Amount Sold, Price, Grain, Terms. **SHIPMENTS** headings are Date, Car Number and Initial, Our Weights, In Bushels, Grade, Route, Rate. **RETURNS** headings are Destination, Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks. Each of its 152 pages of heavy linen ledger, is 10x16 inches, contains lines so that records of over 2,200 cars can be entered. Bound in heavy canvas. Order Form 14A-A. Price \$2.00.

GRAIN DEALERS JOURNAL, -

La Salle St., CHICAGO, ILL.

Put Your Name

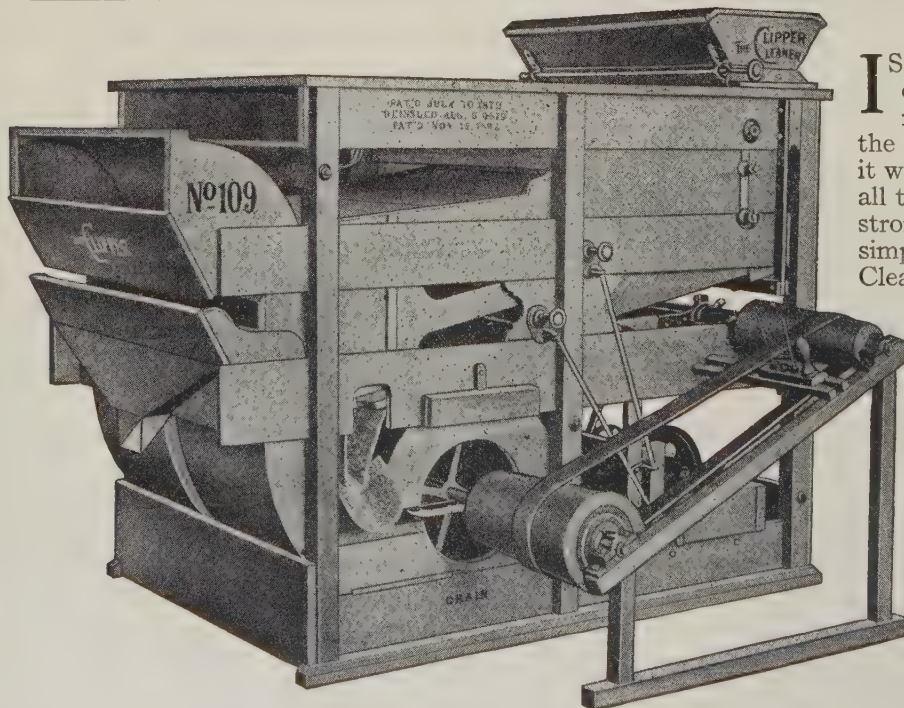
where every progressive grain dealer will see it and keep it there.

THAT IS IN THE

Grain Dealers Journal

OF CHICAGO

The No. 109 Clipper Cleaner



IS UNEQUALED for handling seeds or grain in local elevators. This machine has Traveling Brushes on the screens which enables you to keep it working to its full screen capacity all the time. It is very light-running, strongly built, easily installed and simple in operation. We guarantee this Cleaner to give perfect satisfaction on clover seed, timothy or any kind of grain, and it can be operated with one-fourth the expense for power of any suction cleaner on the market. It will not require over one-half of one horse-power on clover or any kind of seed, nor over one horse-power on grain. If you are looking for a first-class, up-to-date cleaner of moderate capacity, we would be glad to send you catalog and give prices and particulars upon request.

A. T. FERRELL & CO., Saginaw W. S., Michigan

SEEDS FOR SALE—WANTED

SEEDS FOR SALE.

ALFALFA.

American and Choice Imported. Quick shipment. Write for prices. G. S. Mann, Postal Tele. Bldg., Chicago, Ill.

SEEDS FOR SALE.

RECLEANED ALFALFA SEED.

200 bushels, Fancy Kansas grown. Non-irrigated. \$13.00 to \$14.00 per 100 lbs. Free samples. G. L. Huyett, Minneapolis, Kans.

DIRECTORY OF THE GRASS SEED TRADE

ARCHBOLD, OHIO.

Hirsch, Henry, all kinds grass and field seeds.

BALTIMORE, MD.

Buffington & Co., John J., whse. seed merchants.

BAMFORD, PA.

Hoffman, A. H., carlots or less seed wheat.

CHICAGO, ILL.

Dickinson Co., The Albert, seeds.

Illinois Seed Co., The, grass and field seeds.

CINCINNATI, O.

McCullough's Sons Co., J. M., seeds.

LOUISVILLE, KY.

Louisville Seed Co., grass seed dealer.

Ross Seed Co., field seeds, exporters.

MILWAUKEE, WIS.

Courteen, S. G., field seeds.

Rosenberg & Lieberman, alfalfa, clover, etc.

MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seeds.

MITCHELL, S. D.

Dakota Improved Seed Co., millet, seed-corn.

NEW YORK, N. Y.

Liefmann's, Hamburg, rep. I. L. Radwaner, field seeds.

Loewith, Larson & Co., clover, grass, field seeds.

TOLEDO, O.

The Toledo Field Seed Co., clover, timothy.

TORONTO, ONT.

Steele, Briggs Seeds Co., Ltd., field seeds.

THE ILLINOIS SEED CO., Chicago, Ill.

WE BUY AND SELL

TIMOTHY, RED, WHITE, ALSYKE AND ALFALFA CLOVERS, RED TOP, MILLETS, BLUE GRASS, SEED GRAIN.

Ask for Prices. Mail Samples for Bids.

The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited. Send us your samples.

Toledo, Ohio

SEED

We Buy and Sell

Established 1838

SEED OF ALL KINDS

Write or Wire Us

Incorporated 1904

THE J. M. McCULLOUGH'S SONS CO.

316 Walnut St., CINCINNATI, Ohio

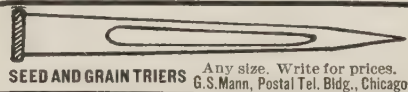
SEED

Red Glover
Alfalfa
Dwarf E. Rape
White Clover
Alsyke
Natural Grasses
English Rye Grass
Red Fescue

I. L. RADWANER

American Representative

R. LIEFMANN SONS, Succ. HAMBURG
171 Broadway, New York



SEED AND GRAIN TRIERS Any size. Write for prices.
G.S. Mann, Postal Tel. Bldg., Chicago

W. H. SMALL & COMPANY

Evansville, Indiana

FIELD SEEDS AND GRAIN

If you have Seeds to sell, send us samples.

If you want to buy, ask us for samples.

LET'S GET ACQUAINTED

A PARTNER

HELP or a POSITION,

can be obtained quickly by placing an ad. in the "Wanted" columns of the Grain Dealers Journal of Chicago. It is the grain trade's accepted medium for "wanted" and "for sale" ads.

IF U NU

How easy it is to sell anything thru a want ad in this paper, you would send in your ad at once.

Try it. At least ask us about the success of others.

GRAIN DEALERS JOURNAL

LA SALLE ST., CHICAGO.

SEED MERCHANT

Grower of Spanish Canaryseed

Importer of

Hemp, Rape, Niger, Millet Seed, and Cuttle Fish Bone

And BIRD SEEDS OF ALL KINDS

Cleaned by Patent Machinery. Will be very pleased to submit samples. Head Office:

JOHN MACQUEEN, 33 Brown St., GLASGOW

We Buy and Sell

Wheat Screenings, Cane seed, Salvage Wheat. Kafir Corn. Write or wire for prices.

HENRY LICHTIG GRAIN CO., Kansas City, Mo.

SECOND-HAND

Shellers, Cleaners, Clippers, Scales, Feed Mills, Steam Engines, Boilers, Gasoline Engines, Belting, Buckets, Conveyors or any other elevator machinery can be bought or sold quickly by placing an ad. in the "Wanted" or "For Sale" columns of the

GRAIN DEALERS JOURNAL
OF CHICAGO

THE ALBERT

DICKINSON

COMPANY

SEEDS

Timothy
Clover
Flax
Agricultural

CHICAGO

Grain Bags
Pop-Corn
Seed Corn
Beans, Peas

MINNEAPOLIS

Thirteen Reasons Why We Are the Fastest Growing Commission House in America



JAS. W. DYE, St. Louis,
Best posted shipper of hay in the west.



R. H. WHEELER, St. Louis,
Everybody knows Wheeler.



M. E. TOBERMAN, St. Louis,
Hay Department.



S. D. MCGINNIS,
Kansas City.



W. H. TOBERMAN, St. Louis.



ZEB. OWINGS, St. Louis.
Manager Grain Department.



JOHN MACKEY, Kansas City

GRAIN

HAY



MISS ROSE DYE, MISS CARRIE PETERS, MISS FLORENCE CARLSON,
St. Louis, Correspondence.



GEORGE WILSON, Kansas City.
In charge of accounts.



F. W. LANE, St. Louis.
Stock Yards Salesman.



F. W. ROSKOPF, St. Louis.
In charge of accounts.

TOBERMAN, MACKEY & CO.

ST. LOUIS: Pierce Bldg.

KANSAS CITY: Live Stock Exchange Bldg

GRAIN DEALERS JOURNAL

Published on the

10th and 25th of Each Month

by the

Grain Dealers Company

315 S. La Salle Street, Chicago, Ill.

CHARLES S. CLARK, Manager.

SUBSCRIPTION RATES

To United States, Canada and Mexico, semi-monthly, one year \$1.50; one copy 10 cents.

To Foreign Countries within the Postal Union, prepaid, one year \$2.50.

A Red Wrapper on your Journal means your subscription has expired.

THE ADVERTISING

value of The Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited.

LETTERS

on subjects of interest to those engaged in the grain trade, news items, crop and leaking in transit reports are always welcome.

Entered at the Chicago, Ill., Post Office as Second-Class Matter Aug. 5, 1898.



GOLD MARKS SIGNIFYING QUALITY OF CIRCULATION HAVE BEEN AWARDED THE GRAIN DEALERS JOURNAL BY THE AMERICAN NEWSPAPER DIRECTORY

CHICAGO, ILL., JUNE 25, 1913

THE WABASH railroad is credited with leaving a bountiful supply of grain doors for Illinois shippers, but cars are just as scarce as ever.

MONTANA has established its claim as a grain state by enacting a state grain inspection department law, and henceforth buyers will be called upon to accept shipments on Montana grades and weights.

IN THE light of recent accidents to farmers driving over high driveways to elevator dump, it is encouraging to note that our news columns this number tell of the construction of a number of new driveways. It will be much cheaper to have them safe.

ILLINOIS has appropriated considerable money for the improvement of its county roads, so many grain dealers in the near future will be accessible to farmer patrons the year around, and bad roads will not force the suspension of business so frequently during the spring months.

VICKSBURG, MISS., is ambitious to be known as a central grain market, hence its Board of Trade has appointed an official grain inspector and weigher. It is presumed that the market will adopt uniform grades, and accept government standards as soon as they are established.

SHIPPERS who experience difficulty in collecting for grain lost in transit should read carefully the Supreme Court Decision published on page 945 of this number of the Journal, as it gives shippers' weights more recognition than some railroads have ever been disposed to give them.

THE OHIO SEED law, an account of which is given in this issue, contains a number of drastic provisions. Every seedsmen located in Ohio or shipping into that state should read it carefully. When he gets thru he will probably have to employ a lawyer to interpret it for him, as there are a number of vague provisions in the bill.

CROP IMPROVEMENT work has made tremendous headway in the last half year, as will be noted by those who read Sec'y Ball's report in the account of the Council of Grain Exchanges' convention. Mr. Grain Dealer, climb into the bandwagon and help beat the drum. Help crop improvement work in your county. Prosperous farmers make for prosperous grain dealers.

ARBITRATION has been upheld by the Supreme Court of Tennessee in a recent decision sustaining the Memphis Merchants' Exchange in expelling a member, who refused to abide by the decision of its arbitration committee. The courts of other states have also recognized the arbitration feature of trade organizations, and without exception have sustained their right to enforce their rules.

A FIRE in an Indiana elevator recently seems to prove the theory of spontaneous combustion of elevator rubbish. Before the firemen could get at the fire, it was necessary for them to remove about 30 tons of chaff and old grain which had been dropped into the pit. Any elevator with that much waste lying around loose is in crying need of a feed mill and a man of experience to turn out feedstuffs.

AN EFFORT is to be made to secure an amendment to the Interstate Commerce Law, so as to make railroad companies responsible for losses caused shippers by errors in quotations of rates. Whether the amendment as proposed at the Cincinnati meetings will accomplish all that is desired remains to be seen. The matter is somewhat intricate and will require careful study before much work is done in behalf of the change. The Supreme Court has decided that the present law relieves the railroad companies of all liability for such errors, and naturally this encourages some railroads to quote illegal rates, without ever expecting to grant them. The shippers should be protected from willful misrepresentation by the agents of the carrier, else many will suffer much greater losses than have yet come to light as the result of intentional error on the part of the freight officials.

THE POMERENE BILL, now pending in Congress, has received the hearty endorsement of many different grain shippers' ass'ns., and it merits as well the active support of every grain shipper of the land. About the same bill was passed by the last Senate, but failed to secure the consideration of the House, so was lost. If the present Congress is to give the shipping public the relief to which it is entitled, shippers must conduct a more active campaign in behalf of the bill.

THE FIRE HAZARD of the cob pile is seldom fully appreciated, hence numerous fires occur in elevators of the corn belt which can be traced directly to carelessness in storing the cobs. Last week an Illinois elevator came near being sacrificed to fire communicated to a pile of dry cobs from the engine room. The mutual fire insurance companies have adopted a standard cob house which permits the cobs being removed, but prevents their rolling out into the boiler room. It does not cost much to minimize this hazard, in fact the insurance saving will more than offset the expense in a few years. Try it and reduce the fire loss.

THE SECRETARY of Agriculture has been joined by the Secretaries of the Treasury and of Commerce in an order revoking Regulation 39 exempting meats and meat food products from the operation of the Food & Drugs Act, and in issuing the order the secretaries have repeated Section 6, which declares adulterated all food "if it consists in whole or in part of filthy, decomposed or putrid animal or vegetable substance" so it would seem that the present administration proposes to enforce all of the old regulations of the Food & Drugs Act, as well as those suspended by the preceding administration. Shippers of salvage grain may experience some trouble in getting the stuff across state lines before it has been dried and cleaned.

NORTH DAKOTA has taken an advance step in the matter of requiring railroads to provide better cars for grain shippers, and the result of this new law, (see page 940) requiring railroads to cooper cars for grain, will be watched with extreme interest by grain shippers everywhere. The Commerce Commission and different courts have decided at different times that it is clearly the duty of the railroad company to supply cars in fit condition for transporting grain, so that it should not be necessary for any state to enact a law requiring this of the railroad companies. The experience of some roads which have undertaken to cooper cars has convinced them that they reduce their claims for grain lost in transit to an amount in excess of cost of cooping the cars, so they are money ahead.

THE FOLLY of building wood partitions in fireproof bins or tanks has again been proved by a disastrous fire, which completely destroyed a steel tank and its contents at Fort Worth, Tex. Full particulars are given by the owner in our Texas news column this number. It has long since been recognized that a fireproof tank filled with wooden partitions eliminates only the fire exposure hazard. In such cases the steel tank not only protects the wooden structure within from any fire which may start without, but it also protects any fire which starts within from any effective interference by fire fighters without. It is far better to build smaller tanks with no partitions, or else use steel partitions.

JUNE ELEVATOR fires up to the present writing have numbered twenty-four, eight of which are credited to lightning. Hot, dry weather makes the wood elevator more combustible and the thunderstorm more frequent. It is especially noteworthy that one North Dakota elevator which was struck by lightning about 1 A. M. did not burst into flames until 2 P. M. or 13 hours later. A search for the fire was conducted much of the intervening time, but in vain. Many more elevators have been struck by lightning this season than usual; so that the losses due to this cause during 1913 are likely to be heavier than for several years past. If any of our readers ever know of an elevator which is well equipped with lightning rods being damaged by lightning, we would like very much to have full particulars for the benefit of the trade. The mutual insurance companies are now allowing a credit for lightning rods, proving their faith in this form of protection against fire.

SECY COBURN of the Kansas Agricultural Department, favored the dealers assembled at Wichita with one of his characteristic attacks on men who circulate information regarding discouraging crop conditions. Under the title of "The Crimes of Pessimism" he scored a number of stinging rebukes to the men who tell what they see or hear about the growing grain. The able secretary shows in his address that his remarks were prompted somewhat by resentment, because they interfere with his splendid work of advertising the grand opportunities offered for farming in Kansas. While no doubt the pessimists do injure some sections thru their extravagant statements of damage, the optimists also do much damage by their extravagant claims of large crops. The government report especially is circulated the world over and effects not only the price of stocks and grain in this country, but in all countries. The Crop Reporting Bureau, in its eagerness to make a good showing for the agricultural interests of the country, overlooks the fact that extravagant claims are sure to depress grain prices in all markets and hurt the grain grower and owner. Let us have the truth regardless of its effect.

SHIPPING SCALES, according to the president of the Ohio Ass'n, are missing in many country elevators. He points out most vividly the necessity of every shipper having reliable weighing facilities. If any shipper can read what President Eickenberry says on the subject without thoroly agreeing with him, we would like to have his name and address. The man who has not sufficient business today to justify him in investing in a good shipping scale will be much better off if he will consolidate his business with some other dealer who has. Then the business of both will be handled at a surer profit, and each will know when he suffers loss.

STATES which have established fire marshals for investigating the causes of fires are discouraging incendiarism, and to some extent reducing the number of fires. Eventually this must have its effect on insurance premiums. One fire marshal who has recently collected proof of a grain dealer having set fire to his own elevator, intends soon to secure the indictment of a man who has been a disturbing factor in his section of the country for a long time. His greed has known no bounds, and he has never been content to let any grain go to his competitors if he could get the last bid. Naturally, he has lost money continuously, and has sought to recoup his lost fortunes by making a raid on the treasury of the insurance companies.

KANSAS RAILROADS have been denied the right to increase the carload minimum on grain from 24,000 to 30,000 lbs. In rendering this ruling the Commission said that the railroads can lessen the trouble by increasing the number of freight cars and improving the efficiency of their management. The millers and elevator men can help by loading and unloading more expeditiously, and the grain grower can help by delaying the marketing of his grain. The Commission, in reviewing the causes of car shortages, blames the carriers for not adding to their equipment in proportion to the increase in freight tonnage. It also blames the carriers for failure to secure the maximum use of their equipment, and blames consignees with using box cars for storage purposes. All state railroad commissions are watching the working of the California \$6 per day demurrage charge, in the hope of finding means of increasing the annual carrying capacity of each box car, without extra expense to the railroad; and if they do learn that the higher demurrage charge affects the prompt release of cars, it is very likely to become a popular regulation in other states. It does not seem fair that the entire shipping public should be discommoded by merchants who wish to conduct their business in box cars rather than warehouses.

IT IS gratifying to learn of a shipper here and there who for years has been giving the railroad company detailed statement of his weights on each car of grain, thereby proving his confidence in his own weights, and wanting an investigation if they are not correct. One Kansas shipper who has long made this a practice, reports that he has never had any difficulty whatever in collecting any shortage which may occur in transit on his shipments. If the railroads have not confidence in the weights shippers give them on their shipments, then it is up to them to tell the shippers wherein their weights are lacking, and thereby encourage them to improve their weighing facilities. The trouble with most of the railroad objections to shippers weights is that the objection is inspired by a desire to escape meeting a liability. The shippers are striving to secure the correct weight of all grain loaded into cars. It means more to them than it does to the carriers, and surely they will gladly make any changes which the railroad companies may suggest from time to time. The shippers weight certificate endorsed by the Illinois, Indiana and Iowa ass'ns. leaves the railroad companies no option. They must accept the certificate as correct, or show the shipper wherein his weighing facilities are imperfect.

COMPLAINTS by shippers of the car shortage have received an official indorsement in the report of the Illinois Railroad & Warehouse Commission, published on page 950. As a fair representative of the conditions on other lines the Commission selected the Chicago & Alton, and this road in the eleven years from 1900 to 1911 added but 7 per cent to the number of box cars in its equipment, altho the box car freight tonnage increased 145 per cent. The Commission neglects to refer to the notorious watering of the stock of this road in those years. Under the old Blackstone management in 1898 the stock, bonds and all other liabilities of the road aggregated \$39,935,887. By 1900 the liabilities had been increased to \$68,666,769; in 1911 to \$125,705,000, and including all guaranteed stocks and bonds, to \$159,400,200. During these years there was added to the property only a few miles of road and 7 per cent more box cars. The railroads have long been clamoring for an advance in grain rates on the plea that they need the money to buy cars and locomotives. Shippers owe it to themselves and to the farmers in their respective communities who must pay the cost of transportation in the end, to make an effort with the state and interstate commissions and the state and national legislatures to have such safeguards thrown about the increased revenues as will compel its investment in cars and engines rather than a continued diversion into the pockets of stock jobbers.

ANOTHER EXPLOSION OF ELEVATOR DUST.

Yesterday afternoon a Buffalo elevator was wrecked by an explosion of grain dust, and much of it destroyed by the fire which followed. The number of lost and injured is large, altho the early reports are very contradictory. The great force of both explosions proved beyond doubt that they were of grain dust. While disasters of this character are not frequent, still they occur often enough to warn all owners of grain grinding and handling plants to equip them with the best dust collecting machinery obtainable. Experience has proved the danger of permitting grain dust to accumulate about the building. Experiments have proved that wherever vegetable matter, reduced to a powder, is suspended in air in proper proportions and the mixture exposed to fire or flame, an explosion of great force will result.

Thru the use of dust collectors, electric power and incandescent electric lights, the explosion hazard has been greatly reduced during recent years and the losses due to this cause minimized. Few insurance policies cover this hazard to the plant, and many casualty policies do not provide for the compensation of employees injured as the result of a dust explosion, but even tho they did, the money would poorly compensate employer or employee for the great suffering and loss caused by explosions of grain dust. It is far better to keep the plant clean and all lights enclosed, so as to eliminate this hazard from the operation of grain handling plants.

GOVERNMENT STANDARDS FOR CORN.

Dr. Duvel, crop technologist of the Agricultural Department, announced at the Cincinnati meeting that the government would give out its standards for corn the last of July, after which it will be pleased to hear from the members of the trade as to their views of the standards proposed, in the hope of securing the final establishment of standards which will promote domestic and foreign trade. Altho the Department has spent a number of years conducting tests of samples of the different grades from the various markets, it does not seem disposed to force its standards upon the trade, unless the members of the trade deem them practicable.

Long since the progressive members of the grain trade recognized that uniform grades for grain would foster trade and diminish differences and disputes. Many of the markets adopted uniform rules and some enforced them to the letter. Other markets, in hope of attracting trade, enforced rules with a lax hand, with the result that uniform rules for grading grain are now rigidly enforced in few markets.

The trade needs and wants uniform standards—grades which carry the same quality and kind of grain in one market

as in any other. Grain dealers everywhere want grading rules which shall have the same meaning to all. After the government standards are established, some means must be provided for insuring the grades being maintained everywhere, otherwise traders will be misled just as frequently as they have been by the multiplicity of grades in the past.

INCREASING THE COST OF INSURANCE.

The insurance officials of Missouri, acting under the Orr Law, seem determined not only to regulate both stock and mutual companies, but to make it as difficult as possible for both to do business within the state. While it might be to the interest of some stockholders to forbid combinations of stock fire insurance companies, that does not apply to the mutual fire insurance companies, because they are not organized for profit, but primarily for the purpose of furnishing reliable insurance to owners of desirable risks, at cost. All mutual companies were in their formation a protest against extortion on the part of stock companies, and none aims to accumulate a greater surplus than is deemed necessary to enable it to guarantee the payment of losses.

The mutuals making a specialty of insuring grain elevators and contents study their class of risks, and have a clearer understanding of what should be charged for each deficiency or hazard in each plant than any law-maker or insurance official. They strive not only to reduce the number of fires, but thereby to reduce the cost of insurance to all policyholders, and to this end they merit the earnest support not only of the insurance officials, who are supposed to be in the employ of the property owners of the state, but also the careful consideration of every policyholder. Each policyholder is just as much a member of the company as any other person, and the mutual policyholders of each state owe it to their company and to their fellow policyholders in other states to see to it that the cost of doing business in their state is not unnecessarily increased by fool legislation or expensive regulation by insurance officials.

It is doubtful if any mutual company writing flour mills and grain elevators has received in premiums from Missouri policyholders anywhere near as much money as they have paid to Missouri policyholders for losses, hence they cannot in fairness to the policyholders of other states, stand for much of an increase in the cost of doing business in Missouri. Accordingly it behooves Missouri grain dealers holding policies in mutual fire insurance companies to get busy and work for the exemption of mutual companies from the burdensome regulations of the insurance department and the Orr Law.

Shipper Given Judgment for Failure to Furnish Cars.

The Supreme Court of New York, Appellate Division, on May 7 gave Dobbins Bros. of Homer, N. Y., judgment against the Syracuse, Binghamton & New York Railroad Co. for failure to furnish cars.

Having 3,000 tons of cabbage on hand, Dobbins Bros. began ordering cars, but they were not supplied as fast as needed. They kept on ordering cars and the carrier's agent promised cars, that he would do the best he could; would wire the division superintendent. The defendant had ample and reasonable notice of the plaintiff's desire for cars, for the demand for cars was daily, persistent, urgent. The demand was not an "unexpected" demand, but a constant, reiterated, expected demand; and it was not only expected, but the defendant was well aware that it must arise, and had for years arisen, from the nature of the business. The plaintiff seems to have exhausted every argument and resource and to have resorted to every device, to get cars, but without avail. He repeatedly and constantly importuned the Homer agent; he went to Cortland, saw empty cars there, and tried to get them from the Cortland agent; he twice wired Casey, the division superintendent, Judge Howard said:

The defendant contends that it cannot be held liable unless contractual relations are established. Without admitting this proposition to be true, it is sufficient to say that such relations were established. The plaintiff was constantly giving orders for cars. These orders were accepted; that is, the defendant promised to supply them. This was a contract.

There seems to be very little substance in the contention, presented with so much assurance at the argument by defendant's counsel, that the plaintiffs were holding their goods for gambling and speculative purposes. It is easy to style any one a gambler who holds his goods for a better market. Within this meaning everybody who has products for sale is a gambler. The small farmer's wife, who keeps her dozen turkeys until the high prices at Thanksgiving time, is, in this sense, a gambler. Dobbins Bros. had a right to hold their cabbage for a good market.

If the defendant is responsible at all, the damages assessed are not extravagant. The evidence shows that the plaintiff suffered a much greater loss than the amount which the jury has awarded. The case was submitted to the jury on a charge without a flaw—fair, temperate, sound, correct in every particular, both as to the narration of facts and the statements of law.

As I view the case, Dobbins Bros. were wholly without fault, and the judgment should be affirmed, together with the extra allowance of costs. All concur.—141 N. Y. Supp. 637.

RAILROADS operating in Minnesota agreed at a conference June 20 with the Minnesota Railroad and Warehouse Commission to put into effect as soon as possible the state rates declared valid by the Supreme Court and to refund overcharges collected while the state rates were in litigation.

GRAIN SHIPPERS are not, on the whole, opposed to a slight increase in freight rates provided that all of the extra revenue so obtained is spent in improving transportation facilities. Certainly the grain trade would be money ahead if the increase in rates resulted in the purchase of sufficient cars and motive power to handle the traffic properly. But shippers have good reason for doubting who will obtain the benefit of the extra charges, and they are justified in withholding assent to the increase until assured that the money will be properly expended.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

TARIFF ALLOWANCE FOR COOPERING?

Grain Dealers Journal: Did the C., R. I. & P. Ry. Co. carry a provision in its tariff to reimburse grain men 80 cents per car for coopering from Sept. 28, 1908, to July 1, 1911? Any information will be appreciated.—J. V. Shaughnessy, Marseilles, Ill.

Ans.: Yes, the Rock Island had the 80 cents per car allowance in effect between the dates given, as shown in tariffs of the Western Trunk Line Ass'n known as I. C. C. Nos. A-1-18-43-89-122-164 and 191.

HAS NORTH DAKOTA A CAR COOPERING LAW?

Grain Dealers Journal: At the last session of the North Dakota legislature was a law passed requiring the railroad companies to cooper cars for grain shippers? If so, when does the law go into effect and what are its provisions?—H. W. Arnold, prop. Arnold Bros. Elevator Co., Berwick, N. D.

Grain Dealers Journal: We enclose herewith a copy of this bill as passed, which contained an emergency clause and is now a law. I have not known, however, of this act having been tested in any way. It would no doubt hold the railroad companies in case of any shipment made entirely within the state, but I question whether it would apply to shipments made to points in other states, and if this is the case a large part of its value will be lost so far as the elevator companies are concerned. Possibly the recent rendered decision on the Minnesota rate law may have some bearing on the interpretation of this act.

It is certainly a matter in which every North Dakota elevator company is interested, and an opinion from an attorney who is posted as to railroad rate legislation and decisions bearing on same, it would no doubt be much appreciated by North Dakota subscribers.—Walter R. Reid, pres. Amenla & Sharon Land Co., Amenla, N. D. (The law follows.)

COOPERAGE OF CARS.

AN ACT Requiring Railroad Companies to Line and Cooper Cars Tendered to Grain Shippers and Shippers of Flour and Flour Mill Products, or to Reimburse Shippers Therefor.

Be it enacted by the Legislative Assembly of the State of North Dakota:

Every railroad, railroad corporation or common carrier doing business in this state shall when requested by any shipper of wheat, flax or other grain, flour or flour mill products, furnish to such shipper a box car or box cars properly lined or coopered for receiving and containing the kind of grain, flour, or flour mill products sought to be shipped, and if such railroad, railroad corporation or common carrier shall furnish any car not so lined or coopered to such shipper and fail to prepare and put in readiness such car within four hours after notice by such shipper to its agent at point of shipment that such car is not in proper condition such shipper may repair such car at his own expense and recover such sum so expended in a civil action against such railroad corporation or common carrier.

Emergency.—Whereas an emergency exists in that many cars of grain will be shipped before the first of July, 1913, many such cars may require such repairs, therefore this act shall go into effect upon its passage and approval.

Approved March 12, 1913.

CORRECT SPEED OF ELEVATOR BELT?

Grain Dealers Journal: We want to install a 10-h.p. motor to run the elevator belt, and we wish to learn how fast a belt can be speeded over a 40 or 48-inch pulley and discharge clean at the head. The proposed new elevator leg is to have 6x11 Salem Buckets, 14 ins. apart on the belt, the head pulley to be 48 inches.—Ed. W. Burch, for Farmers Elevator Co., Rockwell City, Ia.

Ans.: Elevator builders by practical tests and experience have worked out the approximately correct speeds for elevator belts. The diameter of the head pulley is the principal factor in getting clean discharge. The smaller the pulley the slower it must be run in feet per minute of belt speed, but the faster it must be run in revolutions per minute. Increasing the diameter of the pulley increases the belt speed and the capacity of the leg.

A 48-inch head pulley shud run 32 revolutions per minute and make a speed of 400 feet per minute, but will do good work even if run as high as 450 ft. per minute velocity of belt. A 40-inch pulley shud run 360 ft. per minute to discharge clean.

Belt speeds slightly higher than these can be used with special buckets having low cut front or V-shape.

SALE ON BASIS OF MARKET?

Grain Dealers Journal: On June 13 I wrote a receiver in a terminal market that I would sell, on the basis of the market that day, 4,000 bus. of oats at 34 cents net my track. Next day the market advanced a full cent and the receiver sold my 4,000 bus. at 34 cents.

Can the receiver make me deliver the oats, in view of the fact that the firm had no right to sell my oats without my knowledge after the market had advanced a cent?—Lars Aggergard, Irene, S. D.

Ans.: If Mr. Aggergard offered to sell at 34 cents the receiver can compel delivery. If he offered to sell at 3 cents under the delivered price and the delivered price was at all times higher next day the receiver went contrary to instructions and can not compel delivery.

But the fact is the market on June 14 opened at the bottom, so much lower than the average price of the 13th that the receiver could consider the price basis the same, and warranting him in accepting a bid at 34 cents. The receiver could not foresee that oats would advance late Saturday and over Sunday 4 cents per bushel. Had the market continued its apparent turn downward the sale at 34 cents would have been profitable.

TARIFF BILL IN SENATE CAUCUS.

On June 20 the Senate Finance Com'te finished its work on the Underwood tariff bill, and the bill is now in the hands of the Democratic caucus.

As it now stands the bill shows a number of important reductions and changes from the rates named when it passed the House. The tariff on oats was reduced from 10c to 6c a bu.; oatmeal and rolled oats take a duty of 33c per 100 lbs. and oat feed 9c per 100 lbs., whereas the House placed these articles on the free list.

Under the seeds schedule, the Senate com'te reduced the duty on peas, green or dried, from 15c to 10c a bus.; flaxseed, linseed and other oil seeds, reduced from 20c to 15c a bu.; all other seeds 5c a lb., whereas the House bill called for 10% ad valorem.

The Senate com'te placed wheat on the free list, removing the duty of 10c a bu. in the House bill, but retained a retaliatory provision for a duty of 10c a bu. on wheat, 45c a barrel on flour, and 10% ad valorem on other wheat products when imported from a country that imposes a duty on American wheat or wheat products.

PUT AND CALL TRADE AT Chicago.

The new Illinois statute in effect July 1 and published in full on page 543 of the Journal for Apr. 10, makes it possible for brokers to trade freely in privileges.

No advantage of this liberal law will be taken by the Chicago Board of Trade. Instead the Board will amend its rules by vote of the members June 30, to make all indemnity contracts in an unquestioned legal form.

Under the new rule privileges will be described as "Offers subject to deferred acceptance," and the following forms are prescribed in the new rule:

BID MADE SUBJECT TO DEFERRED ACCEPTANCE.

Chicago, Ill., — day of — 19—.

I will give — per bushel for — bushels of contract grade of — for delivery during — 19—, same to be delivered in store in regular warehouses under the rules of the Board of Trade of the City of Chicago. This offer is subject to acceptance by you until the closing hour for regular trading on — 19—.

Sig—.

OFFER MADE SUBJECT TO DEFERRED ACCEPTANCE.

Chicago, Ill., — day of — 19—.

I will sell — bushels of contract grade of — at — per bushel for delivery during — 19—, same to be delivered in store in regular warehouses under the rules of the Board of Trade of the City of Chicago. This offer is subject to acceptance by you until the closing hour for regular trading on — 19—.

Sig—.

ACKNOWLEDGMENT OF OFFER MADE SUBJECT TO DEFERRED ACCEPTANCE.

Chicago, Ill., — day of — 19—.

I have your offer to buy — bushels of contract grade of — at — per bushel for delivery during — 19—, same to be delivered in store in regular warehouses under the rules of the Board of Trade of the City of Chicago, and subject to my acceptance until the closing hour for regular trading on — 19—.

Sig—.

Chicago, Ill., — day of — 19—.

I have your offer to sell — bushels of contract grade of — at — per bushel for delivery during — 19—, same to be delivered in store in regular warehouses under the rules of the Board of Trade of the City of Chicago, and subject to my acceptance until the closing hour for regular trading on — 19—.

Sig—.

All offers made subject to deferred acceptance between Clearing House members, shall be confirmed by memoranda through the Clearing House, in the same manner and under the same regulations and requirements as are provided for contracts of Purchase and Sale in and by the other Sections of this Rule.

For securing offers made subject to deferred acceptance, a commission of not less than 5% of the consideration paid or received shall be charged to non-members and a commission of not less than 3% shall be charged to members.

When a broker is employed by a clearing member for the securing of offers made subject to deferred acceptance, a brokerage of not less than 3% of the consideration paid or received shall be charged.

TRYING TO operate an elevator with just enough power to run the receiving leg when the other machinery is idle, is like attempting to attend to business on one foot. The hopper never travels very fast nor with any regularity. The elevator man who has sufficient power to get there with both feet never loses any business because a long line of wagons is waiting to be unloaded.

The power of a man increases steadily by continuance in one direction. He becomes acquainted with the resistances and with his own tools; increases his skill and strength and learns the favorable moments and favorable accidents. He is his own apprentice, and more time gives a great addition of power, just as a falling body acquires momentum with every foot of the fall.—Emerson.

Letters From Dealers

[Here is the grain dealer's forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

ALSO SPURNED FORTUNE.

Grain Dealers Journal: I notice by the Grain Dealers Journal of June 10 that a fortune of \$160,000 was offered Mr. Fred B. Six of Alexander, Ill., by Mr. Elexis Ivanovitch, a "Russian banker," now imprisoned in Spain, and that he spurned the offer.

An offer was made to me for a like amount and by the same man, a Mr. Ivanovitch, and I also spurned the offer.—F. Hettinger, by E. L. Compton, Harmon, Ill.

LEAKING IN TRANSIT REPORTS A HELP.

Grain Dealers Journal: I reported a certain car of grain as having passed thru Brenham, Kan., in a leaking condition, and this information was published in the Journal. I then received a letter from the Tabb Grain Co., Hutchinson, Kan., asking me to make affidavit as to the condition of the car. This shows that the Leaking in Transit reports in the Grain Dealers Journal are of great benefit to shippers.—S. L. Gamble, Brenham, Kan.

LET FARMER WHO WANTS TO STORE BUY A FUTURE.

Grain Dealers Journal: We do not believe in storing grain for the farmers at our own risk. If the farmer wants to store his grain, we tell him that we will ship it out and pay him the market price then prevailing and buy for his account on the Chicago Board of Trade the specified number of bushels of grain that he may have delivered to us. The farmer furnishes the margin money and we expect him to protect his trade so long as it is open on our books.—R. V. Seward & Sons, Hardin, Mo.

USE WRITTEN CONTRACT WITH FARMER.

Grain Dealers Journal: I recently won a suit against a farmer for non-delivery of wheat that he had sold me. I sued him in the justice court and beat him, getting judgment for \$90. The case was then carried to a higher court and I got judgment for only \$1. The counsel for defendant asked for new trial and this time I got judgment for \$87.50.

I believe that every farmer should be compelled to sign a contract so that there would never be any question as to what he had to do.—P. G. Kroeker, Cheney, Kan.

OBSERVATIONS.

BY TRAVELER.

The Illinois Central railroad takes much better care of its right of way, or at least of certain sections of its right of way, than many elevator owners take of the railroad property covered by their lease, or for that matter of their elevator and office. The railroad company leases unoccupied parts of its right of way to farmers, who sow wheat and oats on the tract, and thus keep unsightly weeds from marring the view of passengers. The elevator man, on the other hand, seems to delight in weeds, and encourages them to grow about his plant, to assist in the accumulation of rubbish.

I was in an elevator office today where the windows had never been washed, and all the waste received in the mail during the past winter still littered the office. I cannot help but believe that the grain man who keeps his office clean and attractive naturally feels more cheerful, and makes every visitor feel more welcome. The very fact that some are content to clean up their office and grounds once a year should encourage the enterprising men in the trade to clean up every week, and thereby differentiate their own place of business from that of the man who prefers to wallow in the dirt.

* * *

Hardin, Mo., is situated on the Santa Fe and Wabash R. Rs. R. V. Seward & Sons have one elevator on the Wabash R. R. and W. H. Perrine & Co. have an elevator on both the Wabash and Santa Fe R. R. W. H. Perrine & Co. ship most of their grain via Santa Fe and R. V. Seward & Sons ship most of their grain via Wabash. The Santa Fe will set box cars at the Wabash elevators for Santa Fe routing.

The Wabash R. R. is keenly anxious for the business and rivalry between the two roads is so great that during the wheat shipping season the Wabash furnishes three mechanics and one Master Mechanic to prepare all cars for the shipping of grain. These cars, of course, are given mainly to R. V. Seward & Sons because of the fact that they cater mostly to Wabash business.

This situation is without precedent and to say the least, is an unique one. It calls forth a great deal of thought and argument as to its propriety when compared with what is done for other shippers at other stations on the same line of railway. R. V. Seward & Sons say that the Wabash is extremely careful in the cooping of these cars; it furnishes burlap and paper in such quantity as to make certain the delivery of every pound of grain put into the car. In fact, shippers' weights and destination weights check to the pound and that in spite of the fact that all the grain is weighed on wagon scales.

It is said that the railroad company claims that it is cheaper to furnish mechanics to cooper the cars than it is to pay claims for loss in weight in transit. The Wabash also has either a traveling freight agent or some other extra freight agent on the ground at all times during the rush season so as to facilitate the movement of cars to and from the elevator, and to rush shipment of the grain after loading. It is further said that out of a total of 52 cars of live stock shipped out of Hardin during the last 30 days, only one car was shipped via Santa Fe. The Wabash has an agent soliciting this business and when the business is gotten stock cars are set at the yards properly bedded and prepared for the shipment of live stock.

Other shippers in the state on the Wabash right-of-way are wondering why it is that they have to cooper their own cars. They claim that they are entitled to the same favors that their friends at Hardin receive.

This keen rivalry between the two railroads is caused primarily by reason of the fact that they run parallel between Kansas City, Mo. and Carrolton, Mo., and each road is trying to get the business.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, Chicago, for free publication, the initials, number, place, date and condition of cars seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. St. P. M. & O. 26756 arrived at Tama, Ia., June 25, from Northern Iowa Division, eastbound, leaking corn, bulge at end.—O. P. Beale & Co.

C. M. & St. P. 43184, consigned from Baltic, S. D., to Milwaukee, passed thru Trent, S. D., June 20, leaking wheat at side door.—A. I. Sinclair, mgr. Farmers Elevtr.

C. M. & St. P. 59724, passed thru Colton, S. D., June 19, leaking barley at end and over draw bar.—Colton Grain Co.

N. O. M. & C. 1720, was set out at Danforth, Ill., June 17, leaking white corn at draw bar.—J. W. Overacker, mgr. Farmers Elevtr. Co.

N. Y. C. & H. R. 92977, arrived at Urbana, Ill., June 15, leaking yellow corn thru bulge in siding. I stuffed burlap in the leak, but could not nail down siding.—John Reichard.

N. Y. C. & St. L. 25437, was seen at Grand Crossing, Chicago, June 15, leaking corn badly over truck.—L. M. Smith, Seed Trade Reporting Bureau, Chicago.

B. & O. 84687, passed thru Cromwell, Ind., June 15, leaking wheat at corner of car.—M. L. Hussey, Cromwell Elevtr. Co.

C. & N. W. 92064, passed thru Jewell, Ia., June 10, leaking badly at door post.—Pfund Lumber Co.

B. & O. 85799, loaded with oats, was seen on house track at Plymouth, O., June 9, with draw bar pulled out and sides badly bulged, especially near door. Arrived at Plymouth on June 7.—Frank J. Weck.

N. & W. 23443 was set out at Lochiel, Ind., June 7, leaking white shelled corn over draw bar.—J. A. Stone, mgr. Lochiel Farmers' Elevtr. Co.

N. P. 18373 passed thru Harmon, N. D., June 6, leaking wheat at grain door and over truck.—F. V. Thomas, agt. Occident Elevtr. Co.

C. M. St. P. M. & O. 24192 passed thru Watertown, S. D., June 6, leaking a stream of wheat over draw bar.—G. O. Farrell.

I. C. 3959, passed thru Kempton, Ill., June 6, northbound, leaking yellow corn due to rotten and loose condition of sheathing. Leak was beyond repair.—Kempton Farmers' Elevator Co.

A. T. & S. F. 33727 passed thru Garretson, S. D., June 5, leaking kafir corn at one end. Car had been repaired, as a board was nailed over bulge.—F. A. Nickel, agt. Thorpe Elevtr. Co.

Erie 79289 passed thru Willshire, O., June 5, leaking mixed corn at both ends over drawbars.—Willshire Mfg. Co.

I. C. 22741 passed thru Dorans, Ill., June 5, leaking No. 2 yellow corn drawbar. Train crew made no attempt to repair leak.—Farmers Grain Co.

Cent. of Ga. 26408 was found on a side track at Bushnell, Ill., May 31 with one end badly smashed, side door open, and corn scattered all along track.—Geo. W. Cole.

B. & O. 165231 passed thru Wheatland, Ind., May 31, leaking badly at end of car.—Walker & Chambers.

P. R. R. 59458 passed thru Kemp, Ill., May 31, leaking yellow corn badly between grain doors.—Cuppy & Munson.

B. & O. 66641 was set out at McComb, O., May 29, leaking badly at draw bar and under grain door, which was bulged out. Repaired at this point.—L. O. Long, J. W. Long & Son.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

COLORADO.

Grover, Colo., June 10.—Prospects for best crop this part of the country ever saw; a little dry at present; all crops winter wheat, spring wheat, oats, rye corn and cane looking fine; alfalfa simply immense.—J. N. Durbin.

ILLINOIS.

Argyle, Ill., June 20.—No wheat grown here.—Ralston Bros.

Lake City, Ill., June 20.—Fine rain in immediate vicinity great help to corn. Oats about past help.—S.

Chesterville, Ill., June 20.—Oats unusually poor; will make possibly ¼ crop. Corn just fair.—J. M. Dare mgr, Paul Kuhn & Co.

Arcola, Ill., June 20.—Only had two showers since oats were sown. Oats unusually poor, some being pastured.—J. M. Ernst.

Arcola, Ill., June 20.—Douglas County will hardly raise enough oats for feed and seed.—Fred Munson, mgr, Arcola Grain, Coal & Telephone Co.

Williamsburg, Ill., June 20.—Oats exceptionally poor account drouth. Corn fairly good but needs rain.—W. M. Murphy, mgr, Paul Kuhn & Co.

Kemp, Ill., June 20.—Oats will make possibly 50% of a crop. Corn fair only, some of it not up, account drought.—A. Cuppy mgr, Cuppy & Munson.

Cody sta, Springfield Ill., June 20.—Oats and wheat badly damaged; very dry; corn needs rain badly.—W. M. Barbre, mgr, Illinois Central Grain Co.

Indianola, Ill., June 18.—Oats almost a failure; most of them will be too short to cut; corn very light stand; suffering for want of rain.—R. E. Zenke.

Hindsboro, Ill., June 20.—Oats will not make over 40% of a crop. Corn needs rain badly; about 30% of old corn crop left in country.—J. Crawford & Sons.

Isabel, Ill., June 21.—If we get rain at once, oats cannot make over one-third of a crop; corn poor stand; needs rain too.—J. H. Buckler mgr, Paul Kuhn & Co.

Beckemeyer, Ill., June 22.—Wheat will average 18 bus.; heavy rain today; will help corn; oats too short to cut; pastures all burned up.—Henry Timmerman, mgr, Farmers Elvtr. Co.

Borton, Ill., June 21.—Crop conditions worst we ever saw. Do not expect to get over 10 cars oats this season. Corn suffering severely account drought.—Chas. Henn mgr, Henn & Beggs.

Arthur, Ill., June 20.—About 25% old corn left in farmers' hands; nothing moving now. Corn condition spotted; some corn good, some poor, all needs rain.—L. Buckner, mgr, Paul Kuhn & Co.

Redmon, Ill., June 21.—We doubt if oats will any more than return seed. Corn prospects now are only for 60% of a crop. Conditions are the worst we have ever seen.—Willis Brinkerhoff & Son.

Crops along the Vandalia are bad. Oats almost a failure. A great many oats will never be cut and some are being pastured now. Hay crop short and practically no timothy. Wheat fairly good.—S.

Filson, Ill., June 20.—Oats will not make over ½ of a crop if we have best of weather. Spring plowing corn poor; fall plowing corn good, however all needs rain.—Charles Combs mgr, John McCarty.

Springfield, Ill., June 16.—The crops of 1913 were declared a failure at the local meeting of the Springfield district of the Farmers Grain Dealers Ass'n, in this city; and condition at 60% June 14. Corn acreage is placed at 105% and condition at 60%, by C. J. Rice, vice-pres.

North Ritchie, R. F. D., Wilmington, Ill., June 18.—Crops good here; rain badly needed for oats and wheat as hot weather of last few days has damaged them; 15% of oats and 25% of corn in farmers hands.—F. A. Bruns, of Bruns & Stahl.

Arthur, Ill., June 20.—About 25% old corn make over ¼ of a crop. Our three stations usually handle 200,000 bus. of oats and I doubt if we will handle over 50,000 bus. this season. Corn can make good crop if we get rain soon.—A. F. Davis.

Lovington, Ill., June 20.—Growing oats as near a failure as I ever saw. Corn growing fairly well but needs rain. Wheat good; cutting just commenced. Only 20% of old corn left in farmers hands; nothing selling now.—B. N. McMullin, mgr, Paul Kuhn & Co.

INDIANA.

Connersville, Ind., June 4.—Present prospects for wheat extra good. Oats and corn look fair.—John F. Carlos.

Elmora, Ind., June 17.—Harvest now going on; wheat fair; corn and oats needing rain badly.—John Carress, mgr, The Lemmon Mlg. Co.

Decatur, Ind., June 20.—Corn in good condition; clean; hardly any hills missing; needs rain. Oats lack good color; too dry; late start; weedy; looks like a short crop.—Burk, Elvtr. Co.

Bloomington, Ind., June 20.—Wheat good; will make 20 to 30 bus.; oats short; coming out on account of recent rains; wheat cutting began on 19th; few oats and not much wheat in farmers hands.—Fred Durman.

Yorktown, Ind., June 21.—Wheat acreage 70%; oats 90%; none plowed up; about 20% of oats and no wheat in farmers hands. Had no wheat to speak of last year. Oats looking bad; corn looks well but is small.—John S. Huffer.

Cammack sta., Muncie p. o., Ind., June 16.—Oats crop short; full of weeds; need rain badly. Corn acreage large; crop late. Wheat acreage short; not over 50% of a crop; late and not due to cut before July 10; do not look for good quality.—John Howell.

Montmorenci, Ind., June 3.—Rush of oats after corn planting seems to be over; crops somewhat backward but making good since rains and warm weather. Corn good stand and free from weeds; ground fairly moist; not much movement of corn.—Edward Taylor.

Gaston, Ind., June 22.—Indications point to small oat crop; acreage large; stand thin; weedy; heading now; many not more than 12 to 15 ins. high. Corn small; good color; growing fine since warm weather; wheat acreage insignificant; what there is looks good.—N. E. Lesley.

Culver, Ind., June 19.—Oats crop will be short if we do not get rain soon; corn backward; destroyed by heavy freeze; many acres replanted and not promising; wheat and rye has not much of a berry; corn and oats cleaned up; no more to buy.—Arthur Castleman, of Castleman-Wilkinson Co.

Markle Junction, Ind., June 18.—Oats will be short crop; chance for some improvement since the shower of 16th, but has been permanently damaged. Corn has good stand and color, but needs more moisture; was nipped some by the frosts. Wheat looking good yet; acreage small.—J. F. Plice.

Crawfordsville, Ind., June 20.—Oats crop in poor condition; account of dry weather; will be hundreds of acres too short to cut. Wheat acreage is small, good condition and will be ready to cut in 30 days. Corn looking good; no damage reported as yet, good stand; acreage is about the same as last year, about 20% of old corn and 10% of oats crop still in farmers hands; movement very slow.—Ed. Lee & Son.

Leesburg, Ind., June 20.—Wheat looking good; fair acreage; most of old marketed. Fair acreage of corn; crop doing fine; fields like a garden; clean as a ribbon; most of corn harrowed and plowed the second time.

We are taking in old corn every day; not much to move; getting pretty well cleaned up. Oats about ½ acreage; weedy and need rain; getting pretty well in; are getting oats most every day. The frost of 3 weeks ago got most of the corn on low ground; won't make anything; caught some of the high but only gave it a little set back; is coming along fine.—Wm. Baugher of Leesburg Grain Mlg Co.

IOWA

Fort Dodge, Ia., June 22.—Farmers holding corn for 60c; crop conditions backward.—A. C. Heath.

Le Mars, Ia., June 18.—Hot and dry; crops need rain badly.—F. D. Moore, vice-pres. Le Mars Grain Co.

Minburn, Ia., June 13.—Oats crop looks best in years; corn a little backward; good stand.—B. P. Greenfield, agt. Wright & McWhinney.

Struble, Ia., June 18.—Farmers plowing corn for second time; grain all looking good yet; but dry; no rain for two weeks.—C. N. Ogden, mgr. Farmers Elvtr. Co.

Blandon, Ia., June 20.—No wheat raised here; 5% of oats and 25% of corn in farmers hands; crops look fine; late rains have improved oats.—Farmers Co-operative Society.

Blanchard, Ia., June 20.—Wheat almost perfect; none plowed up; commenced cutting July 1. Oats 60% of crop. Corn in fine shape; needs rain.—Blanchard Mill & Elvtr. Co.

Beaconsfield, Ia., June 11.—Winter wheat acreage 90%; condition 110%; none plowed up. Oats acreage about average; 20% of last year's crop in farmers hands.—C. E. Fouser & Co.

Erickson sta., Boone p. o., Ia.—Wheat heading appears to look about average. Oats ½ crop; good color and size; balance short and thin; also yellow; will be rather a light yield as a whole. Corn 2 to 3 weeks late; good color; making good root growth; don't look for large crop.—C. C. Little, mgr. Farmers Elvtr. Co.

Sioux City, Ia., June 20.—Small grain damaged by recent hot and dry weather; spring wheat is suffering. Several counties in South Dakota report not more than ½ crop. Winter wheat heading out short; heads are short; thin on the ground; seems to be filling well. Oats prospect good, but if the hot weather continues crop will be cut short. Corn a little late but in excellent condition; hot weather has been beneficial to it; in many places has been cultivated the second time. Still a great deal of grain in farmers' hands and it is being marketed slowly; farmers seem to be willing to sell and the price is satisfactory, but they appear to be too busy to bring the grain to market.—B.

KANSAS.

Clonmel, Kan., June 18.—Crops short this year.—C. J. Honer, mgr. Honer Grain Co.

Norwich, Kans., June 12.—Wheat 10 bus.; oats poor; corn in good condition.—J. B. McDonald.

Cairo, Kan., June 20.—Wheat fairly good; harvest has started; new wheat will start to move in about 3 weeks.—Millers Grain Co.

Cullison, Kan., June 11.—Wheat poor; will average possibly 10 bus. Corn hurt by cut worms.—Thos. L. Daniels, mgr. Farmers Grain & Merc. Co.

DAILY CLOSING PRICES.

The closing prices of wheat and corn for July delivery at the following markets for the past two weeks have been as follows:

JULY WHEAT.

	June 10.	June 11.	June 12.	June 13.	June 14.	June 16.	June 17.	June 18.	June 19.	June 20.	June 21.	June 23.	June 24.
Chicago	90 1/4	91 1/2	92 1/2	91 3/4	92 1/4	93 1/2	91 1/2	91 5/8	90 1/2	90 5/8	91	90 1/2	90 3/4
Minneapolis	89 1/4	90 1/2	91 3/4	90 3/4	91 3/4	93	91 1/2	91 3/4	90 1/2	90 1/4	90 7/8	90 3/4	90 3/4
Duluth	90 1/4	91 1/2	92 1/2	92 1/2	93 1/2	94 3/4	92 1/2	93 1/4	91 3/4	91 1/2	92	91 3/4	91 1/4
St. Louis	86 5/8	87 7/8	88 1/2	88	89 1/2	90 1/4	88 1/2	89	87 7/8	87 3/4	88	87 1/4	87 3/4
Kansas City	84 3/8	85 3/8	85 3/4	85 1/4	85 3/4	87	85 3/8	85 5/8	84 3/4	84 3/4	85	84 3/4	84 3/4
Milwaukee	90 1/4	91 1/2	92	91 3/4	93	94	91 3/4	91 7/8	90 3/4	90 3/4	91 1/2	90 3/4	91
Toledo	91 1/4	92 1/4	92 3/4	92 1/4	93 1/2	94 1/2	92 1/2	92 3/4	91 5/8	91 1/2	92 1/2	91 1/2	91 7/8
New York	98 1/4	99 1/4	99 3/4	99 1/4	100	101 1/4	99 3/4	100	99	98 7/8	98 7/8	98 3/4	98 3/4
Baltimore	92 3/4	93 3/4	94 3/4	92	94 3/4	95 3/4	92 3/4	95	94	93 7/8	93 7/8	93 7/8	93 7/8
Winnipeg	98 3/4	99 1/4	100	98 3/4	99 1/4	100 1/2	98 3/4	99 3/8	98 3/8	98 3/8	98 3/8	98 3/8	98 3/8
Liverpool	106 3/4	107 1/4	107 3/4	107 1/4	107 1/4	107 3/4	108	108	108 3/4	108 3/4	108 3/4	108 3/4	107 3/4
*Budapest	126 3/4	125 3/4	126	124 3/4	124 3/4	123 3/4	124 3/4	125 3/4	125 3/4	125	125	125 3/4	124 1/4

JULY CORN.

	June 10.	June 11.	June 12.	June 13.	June 14.	June 16.	June 17.	June 18.	June 19.	June 20.	June 21.	June 23.	June 24.
Chicago	58 1/4	59 3/4	59 3/4	59 3/4	61 1/4	62 3/4	62	62 1/4	61 1/2	60 7/8	60 1/2	59 1/2	59 3/4
Kansas City	57 3/4	58 3/4	58 3/4	58 3/4	59 3/4	61 1/4	60 1/2	61 1/4	60	59 3/8	59	58 3/4	58 1/4
St. Louis	57 3/4	59 1/4	59 3/4	59 3/4	61 1/4	63 1/4	62 1/4	62 3/4	61 1/2	60 3/4	60 3/4	59 1/4	59 1/4
†Baltimore	61 1/2	62	62 1/2	62 1/2	63 1/2	65 1/2	64 1/2	65	65	64 1/2	64 1/2	63 1/2	64
Liverpool	65 3/4	65 3/4	66	65 3/4	65 3/4	66 1/4	66 1/4	66	66 1/4	65 3/4	65 3/4	65 3/4	65

*October delivery. †June delivery.

Iuka, Kan., June 11.—Wheat 15 to 16 bus.; oats short and spotted.—C. M. Clark.

Formosa, Kan., June 19.—Wheat will average 25 bus.; almost all will be No. 2.—J. Jacobson.

Nashville, Kan., June 10.—Wheat 8 to 12 bus.; oats practically a failure.—C. G. Shupe, agt. W. E. Clark.

Elmo, Kan., June 11.—Wheat will make good average crop here and at Carlton. Conditions generally good.—W. T. Hacker.

Dillwyn, Kan., June 11.—Wheat will not make to exceed 8 to 10 bus. per acre.—John Brown, mgr. Dillwyn Grain & Supply Co.

McPherson, Kan., June 17.—Oats practically a failure. Corn backward, but looking good.—Lee Miller, mgr. McPherson Farmers Elevtr. Co.

Winfield, Kan., June 9.—Wheat improved by rain; normal crop. Oats thin and short; corn in excellent shape.—Daves & Daves Grain Co.

Haviland, Kan., June 17.—About ½ crop; wheat will be light in test; corn looks well; about 10 days late.—R. W. Smith, mgr. Haviland Equity Exchange.

Nickerson, Kan., June 11.—Good rains last week; will have good average crop of wheat; estimated 12 bus. per acre.—J. L. Carr, mgr. Farmers Elevtr. Co.

Neodesha, Kan., June 12.—Wheat good, 20 bus. per acre; corn 3 weeks backward, knee high; plenty of chinch bugs.—A. Bauman, mgr. Baumann Grain Co.

Hugoton, Kan., June 12.—Wheat practically a failure; 5 to 10 bus.; no oats. All spring crops look good.—Jesse Nebergall, mgr. Hugoton Elevtr. & Whse. Co.

Sterling, Kan., June 12.—Wheat 18 bus.; good quality. Corn fine. No old grain back. Wheat will begin to move next week from header cutters.—H. M. Lloyd.

Buhler, Kan., June 12.—Wheat averaging 15 bus.; good quality. Oats a failure. Corn looking good, but late. Grain will begin to move in two weeks.—J. J. Buhler.

Burns, Kan., June 20.—Dry weather hurting crops; looks as tho nothing wud be raised here. Rain wud save corn; oats some; no wheat.—J. M. Lilley, J. C. Lilley & Co.

Hutchinson, Kan., June 17.—Wheat will average 12 bus.; mixed quality; 56-lb wheat mainly. No old wheat back. Wheat will begin to move next week.—F. P. Hawthorne.

Leavenworth, Kan., June 16.—Wheat fine, altho full of bugs; are too small to do damage to wheat but may hurt corn.—G. W. Legler, mgr. Wilson-Legler Hay & Grain Co.

Clyde, Kan., June 20.—Wheat averaging 20 bus.; will begin to move about July 4. Practically no wheat, but some corn yet to move.—W. T. Brandon, care Brandon Grain Co.

Hutchison, Kan., June 16.—Wheat will average 15 bus.; just beginning to cut. No oats shipped. Corn late, but conditions are satisfactory; little old grain back.—Kansas Grain Co.

Bucklin, Kan., June 11.—Wheat will average about 8 bus. Corn backward. Oats and barley won't make anything.—P. O. Davis, mgr. Bucklin Cooperative Elevtr. & Supply Co.

Salina, Kan., June 19.—Wheat 11 bus., good quality. Oat crop practically a failure. Corn small but looking good. Wheat will begin to move in 10 days.—C. E. Robinson Grain Co.

Manhattan, Kan., June 27.—Wheat will make 20 bus., average. Recent rain will make corn jump now, will soon catch up; good stand and clean.—E. H. Fielding, of Geo. T. Fielding & Son.

Clifton, Kan., June 20.—Wheat 20 bus.; good quality; will begin to move about July 10. Corn 10 days late, but in good condition; 15 to 20% old corn and 5% wheat back.—C. D. Marshall.

Courtland, Kan., June 19.—Wheat will make 25 to 30 bus.; prospect for good quality. Corn late, but looking good; good stand and clean. Grain will not move before July 10.—C. O. Ainsworth.

Detroit, Kan., June 18.—Wheat will average 15 bus.; good quality. Oats short; will need rain to keep chinch bugs from destroying corn as soon as wheat is cut.—C. F. Klamm, mgr. Detroit Elevtr.

Winfield, Kan., June 9.—Some wheat cut for feed; some helped by recent rain, some very good fields. Oats improved by rain; short but filling out. Corn in best possible condition.—Armstrong Mlg. Co.

Pawnee Rock, Kan., June 11.—About one-half the acreage of wheat will bring 5 bus. per acre; other half will not be harvested at all. Corn looking fine.—L. R. French, mgr. Farmers Grain Fuel & L. S. Co.

Arkansas City, Kan., June 9.—Wheat will average 9 bus.; oats 15 bus.; good stand of kafir and corn. No old grain back. Grain will begin to move about July 4.—Walter A. Probst, prop. Mo. Pac. Elevtr.

St. Marys, Kan., June 21.—Wheat will average 20 bus., good quality; will begin to move about July 1. Corn small; good stand, but some pieces injured by chinch bugs. Very little old grain back.—White Bros.

Clay Center, Kan., June 20.—Wheat will make 20 bus.; fair quality; cutting wheat all over county, will begin to move July 4. No oats to ship. Corn good, but late. Very little old grain back.—John Sims, mgr. L. P. Schrader.

Abilene, Kan., June 18.—Wheat 70% crop will average 15 bus.; spotted. Oats poor crop. Corn in good condition; will depend on moisture from now on; will commence threshing next week.—D. Sommer, mgr. Farmers Co-op Elevtr. Co.

Augusta, Kan., June 12.—Dry here since Apr. 1; oats and wheat practically a failure; corn and kafir doing fairly well; chinch bugs and red ants working badly; will be poor stands of corn and kafir unless it rains soon.—J. J. Mannion.

Halsted, Kan., June 11.—Wheat ¾ crop; 15 bus., average; good quality. Wheat last year weighed 62 lbs. to the bu. and very little No. 2, but our 57 and 58-lb wheat this year will all grade No. 2. Old grain cleaned up.—R. M. Todd, mgr. Farmers Grain Stock & Merc. Co.

Belle Plaine, Kan., June 9.—Rains will not help wheat already burnt, but live wheat will make 25 bus. Some oats will not be cut, yet some will make 35 to 40 bus. Wheat will average 20 bus.; oats 25 bus.; corn was never looking better. Wheat all in, but much old corn back.—Knox & Downs.

Yuma sta., Jamestown p. o., Kan., June 22.—Wheat acreage same as last year; yield will be 10 to 15% less; quality will be fair; none abandoned. Little oats raised here; little wheat and corn in farmers hands; Corn looking good but backward; harvest will begin on June 23.—R. L. Jones.

Dartmouth, Kan., June 21.—Harvesting in full blast; wheat will make from 5 to 20 bus.; some old wheat in farmers hands. Corn prospects fair; cutworms have been hurting it in sandy lands. Best wheat is on the south side of the Arkansas River in the sandy fields.—L. J. Deganno, agt. Wolf Mlg. Co.

McPherson, Kan., June 18.—Wheat harvest going on nicely; 75% will be in shock and stack by end of week; wheat good; 75% of full crop. Still dry; oats badly damaged; corn looking well; new wheat will be on market next week; 8% of old wheat, 10% of corn and 8% of oats in farmers hands; not being marketed on account of continued drouths.—F. P. Hawthorne.

KENTUCKY.

Vanersdell, Ky., June 21.—Wheat good; more than average quality; appears to be fine; harvest just begun. Oats seem to be doing well.—J. H. Rynerson.

MICHIGAN.

Flint, Mich., June 22.—Corn and beans nearly all planted; many fields cultivated second time. Rye fine; wheat good; oats only fair.—J. P. Burroughs & Son.

Lansing, Mich., June 1.—Wheat condition 83%, compared with 58% a year ago; 5% will be plowed up; damage by Hessian fly 5%. Rye condition 88% against 78% a year ago. Corn acreage 100%; condition 84%. Oats condition 90% compared with 86% a year ago. Barley acreage 89%.—Frederick C. Martindale, sec'y of state.

MINNESOTA.

Hitterdal, Minn., June 21.—Large damage to crops; rye total failure.—Solum Elevtr. Co.

Herman, Minn., June 20.—Had heavy rain yesterday; small grain looking fine.—J. E. Arnold Elevtr. Co.

Anoka, Minn., June 17.—Crops look good; spring wheat 8 to 10 in. high; all crops needing rain.—F. A. Barr.

Henderson, Minn., June 20.—Weather hot and dry but good rain last night; prospects for average crop of small grain and corn.—C. S. Harris.

St. Peter, Minn., June 20.—Crops doing nicely; had big rain last night; farmers busy in corn fields; still holding grain for a raise.—E. J. Matteson.

Le Sueur, Minn., June 9.—Crops looking fine except corn which is small on account of too cool weather. Some rye in blossom; will not yield as well as last year as heads are a good deal shorter; wheat and barley couldn't look better.—Wierwill Bros.

Minneapolis, Minn., June 19.—Weather thruout Northwest showery; central section of So. Dakota however needs rain; shows some damage to crops. Grain still in grass stage and good rain wud cause much improvement. Conditions generally good.—The Van Dusen-Harrington Co.

MISSOURI.

Amoret, Mo., June 20.—Crops will be short; dry; chinch bugs hurting wheat badly.—F. A. Oline.

Springfield, Mo., June 7.—Oats prospect very short on account of dry weather.—Newton Grain Co.

Neosho, Mo., June 7.—Outlook for wheat excellent; growing corn doing fine.—Missouri & Kansas Grain Co.

Clearmont, Mo., June 10.—Wheat looks good so far; a little is too heavy and down on low lands.—Henry Weber.

Sibley, Mo., June 17.—Across Missouri river from here, wheat elegant; being cut now; corn fine altho backward.—S.

Maywood, Mo., June 10.—Crops fine; wheat never better; oats and corn good; wheat will be harvested this month.—F. A. Barr.

Sibley, Mo., June 17.—Country rough and broken; wheat fine; corn backward; needs seasonable weather or will make only half crop.—S.

Hurdland, Mo., June 18.—Our oats need rain badly and corn is backward, altho with rain we hope to have a good crop.—Sharp & Hedgecock.

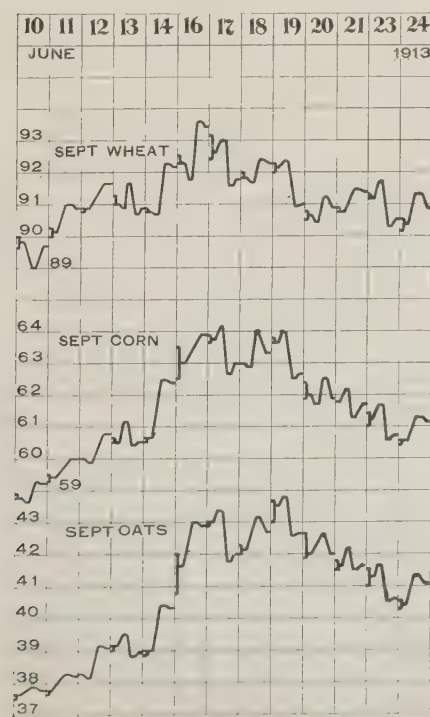
Standish, Mo., June 17.—From this station to Mendon, Mo., the wheat will make a bumper crop, corn looking fine; wheat cutting just commencing.—S.

Cole Camp, Mo., June 22.—Wheat acreage 100%; condition 95%; none plowed up; 5% of old wheat and 20% of old corn in farmers hands.—Ed. Schwald.

Ewing, Mo., June 18.—Wheat will average 20 bu. per acre; acreage about ¾ of average. Oats poor and short; corn fair; needs rain.—W. K. Boudreau.

Chicago Futures

Opening, high, low and close on wheat, corn and oats at Chicago for two weeks are given below. For complete collection of similar charts back ten years see The Journal's Chart Book.



Purdy, Mo., June 20.—Wheat is as good or better than it has been since 1901; acreage half what it was then.—Jacob Strook, mgr. Farmers Elvtr. Co.

Edina, Mo., June 18.—Farmers not selling old corn because of possibility of growing crop not having favorable outcome. Wheat acreage exceptionally small.—W. T. Wilson.

Brashear, Mo., June 18.—Oats fair and row heading out. Corn late but have good stand and free from weeds. Seasonable weather should make fine crop.—J. G. Barnhill.

Fairview, Mo., June 9.—Oats will make $\frac{1}{2}$ a crop; corn small but healthy; good stand. Wheat 11% of average crop; harvest commenced June 12.—J. Mitchell, Forstye-Goostree Grain Co.

Benton City, Mo., June 10.—No grain will be shipped from here unless rain comes in the next few days; wheat is past help and oats are heading out but are only 8 in. high; awfully dry here.—R. Hildebrand.

Lexington Junction, Henrietta p. o., Mo., June 17.—Wheat fine; will average 25 bus. per acre. Corn backward; too dry; extremely favorable weather needed to make average crop.—W. A. Sisk, mgr., W. H. Ferrine & Co.

Clinton, Mo., June 23.—Wheat acreage larger than last year; harvest on; quality good; yield 20 bus.; old crop all cleaned up. Oats light; not $\frac{1}{2}$ crop will be harvested. Corn acreage large; looks well; good rain June 21.—L. E. Keyes, I. H. Kracke Mfg. Co.

Chula, Mo., June 21.—Wheat acreage not large; prospects promising; estimated yield 25 bus.; will be cut next week. Oats acreage large; condition promising. Small per cent of wheat in farmers hands, 25% of oats. Corn promising; little late.—Chula Grain & Coal Co.

Montrose, Mo., June 16.—Wheat prospects good; bugs hurting it in places but not badly; farmers fear they will damage corn however. Fine rain yesterday. Early oats good but late oats short and heading out. Wheat will do to cut this week.—Kaumans Bros.

Norborne, Mo., June 17.—Wheat will make 40 bus. per acre in spots, but averaging high prairie lands with good bottom lands adjacent to our station, average will be 20 bus. Corn fine, altho backward, and seasonable weather is necessary to make good crop.—Fred Knipschild & Co.

Carthage, Mo., June 10.—Winter wheat acreage same as last year; yield will be double; none plowed up. Usual acreage of oats; prospects for about half crop; practically no wheat or oats in farmers hands and only 8% of corn. Good rain wud greatly benefit growing crops.—Morrow & Taaffe, per R. Taaffe.

LaBelle, Mo., June 18.—I have just returned from Springfield, Ill., and must say that crops in Illinois do not begin to compare favorably with crops in Missouri. Our corn is better and cleaner than any corn I saw in Illinois. Corn everywhere needs rain and with just a little rain we will have a bumper crop.—R. H. Seaman.

MONTANA.

Intake, Mont., June 10.—Grain looking fine; everything points to a bumper crop.—L. W. Smith.

Cascade, Mont., June 21.—Winter wheat acreage normal; condition excellent; none plowed up; less than 20% of grain in farmers hands.—Cascade Mfg. & Elvtr. Co.

Box Elder, Mont., June 16.—Winter wheat acreage increased 200%; none plowed up; 40% winter killed. Oats crop will not supply home consumption demand; 500 bus. of flax in farmers hands.—J. A. Shortell, agt. Rocky Mountain Elvtr. Co.

NEBRASKA.

Chester, Neb., June 19.—Wheat will make from 25 to 30 bus.—D. J. Howard.

Orleans, Neb., June 23.—Wheat $\frac{1}{2}$ crop; full crop of corn; dry and hot.—Sandford Richards.

Oxford, Neb., June 20.—Not much wheat raised here; corn crop in a prosperous condition.—C. A. Reed.

Shickley, Neb., June 19.—Wheat will make 20 bus. or better.—N. F. Anderson, mgr. Farmers Elvtr. Co.

Julian, Neb., June 21.—Crops cud not look better; perfect in every respect; harvesting will begin in about a week.—L. W. Sage.

Nelson, Neb., June 19.—Wheat 20 to 35 bus., average 25; first-class quality; will move about July 1. Fine corn crop prospects.—F. S. Spurck.

Overton, Neb., June 20.—Wheat crop promising; all small grain good; corn a little backward; good stand; need moisture.—P. Sharp, agt. Trans-Mississippi Grain Co.

Chester, Neb., June 19.—Wheat 25 bus.; best crop in 14 years; good quality, will begin to be cut in a week. Corn clean and looking good.—I. B. Stewart, mgr. Farmers Elvtr. Co.

Guide Rock, Neb., June 19.—Hot winds damaging wheat; ripening too fast. Corn in good condition; washed out; will begin harvesting in a week.—R. W. McCallum, of McCallum & Crary.

Palisade, Neb., June 20.—Winter wheat going to be light; spring crop will not be much without early rain; corn crop never looked better in 10 years; coming right along.—E. A. Felziers.

Superior, Neb., June 19.—Wheat will average 25 bus.; will be cut in 10 days. Good stand of corn; little late. About 5% old wheat, and 25% of old corn back.—D. C. Bishop, mgr. Geo. Scoular.

Benedict, Neb., June 16.—Wheat acreage 98%; condition perfect; cud not be better; best in years. Oats acreage 60%; looking good. About 5% of wheat, 20% of corn and no oats on hand.—N. G. Ensey, mgr. E. A. Twidale Grain Co.

Dakota City, Neb., June 20.—Prospects for corn poorest in years; on account of wet spring, a great deal of corn had to be listed and this is just out of the ground. Winter wheat good but spring wheat almost a failure. Few oats grown here; rain needed badly.—Edw. C. Prescott, mgr. Fields & Slaughter Co.

Bookwalter, Neb., June 21.—Winter wheat acreage 5% greater than last year; none plowed up; condition and yield same as last year; not over 5% in farmers hands; 10% of corn and 5% of oats. Wheat harvest just commenced; has much straw and has been thick on ground; will show up big in shock but heads are much smaller than last year.—O. Hanson.

Filley, Neb., June 23.—Farmers have let go of surplus of old wheat on the prospects of the present crop; wheat never looked finer; will average 30 bus.; some fields look good for 40 bus. Oats a little late; but recent rains will force average crop. No old corn to move to market; was used by home feeders. Corn growing fine; a little late. About 75% of the wheat will be marketed from the threshing machines.—C. W. Hageman, mgr. F. & M. Elvtr. Co.

NORTH DAKOTA.

White Earth, N. D., June 21.—Crops two weeks behind; need rain.—Farmers Elvtr. Co.

Ross, N. D., June 18.—Little grain moving; crops looking well; good rain wud help.—Wm. Nott.

Antler, N. D., June 18.—No winter wheat here; spring wheat looking fine; oats about same as last year.—M. D. Dyar.

Valley City, N. D., June 21.—Chances for bumper crop have flown; will have only average; conditions favorable; 85% of normal.—Farmers Co-operative Elvtr. Co.

Wahalla, N. D., June 21.—Outlook for crops not the best at present; dry; need rain badly to save crops; some late sown barley has not germinated yet. Our grain market cud only be equalled if a bunch was let out of some asylum.—Lee Bros.

OHIO.

Seldon, O., June 21.—Wheat looks like average crop; corn up nicely; too dry at present.—N. M. Jones.

Ross, O., June 20.—Dry and hot; wheat appears best crop in years; will be all cut next week.—C. R. Brown, mgr. Willey-Brown Co.

Sabina, O., June 21.—Wheat prospects for average crop; weather hot and dry; oats short; corn needing rain badly. No corn shipping; wheat about all out.—S. M. Thorne.

Roscoe, O., June 21.—All crops brot forward by recent rains. Corn doing finely; wheat harvest will begin in 10 days; looks like average crop; the straw is short.—Edwin S. Lee.

OKLAHOMA.

Hunter, Okla., June 19.—Crops poor.—E. E. Wilson, Pearson & Hayton.

Claremore, Okla., June 10.—Present indications point to an early opening of the season.—Claremore Mill & Elvtr. Co.

Capron, Okla., June 17.—Harvest in full blast; wheat being estimated at 10 bus. per acre.—H. J. Cameron, mgr. Farmers Grain Co.

Amorita, Okla., June 23.—Wheat acreage 33 $\frac{1}{4}$ larger; no grain on hand; none

plowed up; oats poor.—J. W. Anderson, mgr. Farmers Federation Co.

Dacoma, Okla., June 13.—Wheat very poor; dry, hot weather has almost ruined it; will not make over 6 to 8 bus.—Walter Hunsaker, agt. Choctaw Grain Co.

Agra, Okla., June 19.—Wheat acreage small; will make 5 bus.; some plowed up and put into kafir corn. Oats acreage large; will make 35 to 50 bus.; no grain in farmers hands.—I. C. Pierce & Son.

Salt Fork, Okla., June 9.—Wheat will not average over 8 bus.; oats $\frac{3}{4}$ crop; corn in fine condition; clean and good stand.—Geo. Ingram, mgr. Salt Fork Grain Co.

Thomas, Okla., June 17.—New wheat arrived on market June 16; nice color but light; testing from 52 to 59 lbs.; yield 6 to 15 bus.—D. W. Drennan, D. W. Drennan Grain Co.

Pawnee, Okla., June 9.—Having finest rain we have had for years at this season; oats will make $\frac{1}{2}$ a crop; no wheat, but corn looks perfect; good stand.—Badger Hudson Grain Co.

Manchester, Okla., June 12.—Wheat will make 5 bus.; good quality. Oats short and spotted. Corn never looked better. Not much old grain back. Cutting wheat now.—F. Kremer, care Manchester Mill & Elvtr. Co.

Muskogee, Okla., June 18.—Most of the oats and wheat cut, and now in shock; no thrashing yet to amount to anything; will start in a few days. Other crops doing fairly well; corn has not suffered yet, but will if it does not rain right away.—The Muskogee Grain Co.

Ponca City, Okla., June 6.—Up to three weeks ago we had the most excellent prospects for all grain, but hot, dry weather has burnt up our wheat and oats. There are only a few fields that will produce an average crop of small grain.—J. S. Hutchins.

Manitou, Okla., June 15.—Wheat harvesting about over; separators start in the morning, and crop will be on market this week. Most ideal weather; good rains from June 8 to 11. Other crops looking fair. Grasshoppers were well under way until rain. One man gathered 25 bus. on the 4th, in his alfalfa fields with a grasshopper sled filled with coal oil and water.—I. A. C.

SOUTH DAKOTA.

Armour, S. D., June 16.—Small grain badly in need of rain.—Forest H. Hammitt.

Crandon, S. D., June 14.—Grain beginning to suffer for rain.—G. G. Stahl, mgr. Farmers Elvtr. Co.

Murdo, S. D., June 20.—Small grain hurt by drought; corn looks good; fine rain last night.—E. E. Lemon, agt. T. T. Lemon & Co.

Armour, S. D., June 21.—Small grain damaged to a considerable extent; rain needed badly; corn in good shape.—Forest H. Hammitt.

Pierre, S. D., June 21.—Small grain needs rain badly; corn in a fair condition; more forage crops and less small grain than usual.—Arthur Newlin.

Trent, S. D., June 20.—Crop conditions fine; nice rain last night; not much of old crop back; a little corn.—A. I. Sinclair, mgr. Farmers Elvtr. Co.

Mansfield, S. D., June 21.—Crop prospects reduced $\frac{1}{2}$ on account of continued dry and hot weather.—John G. Smith, mgr. Farmers Elvtr. Co.

Baltic, S. D., June 22.—Grain coming in quite freely; small grain looking quite nice; have had dry weather and strong south wind; bad for fields on high lands. Corn backward; coming along nicely now.—E. J. Oyan, mgr. Farmers Elvtr. Co.

PENNSYLVANIA.

Sharon, Pa., June 19.—Crops not up to the standard; recent frosts did a great deal of damage. Oats fair; corn 3 weeks behind; wheat badly damaged by frost.—Wm. E. Kelly.

TEXAS.

Vernon, Tex., May 27.—Wheat acreage about 75%; condition 90% compared with last year.—I. S. Sewell.

Wellington, Tex., June 17.—Wheat light; no oats; big acreage of milo maize and kafir; perfect stand; all doing fine.—J. L. Brooks.

Vernon, Tex., June 10.—Wheat will make from 10 to 12 bus.; oats practically a failure; corn looking good; grain moving now.—J. A. Cox.

Howe, Tex., June 20.—Threshing in this vicinity has just commenced; have good average crop of wheat and oats. Corn prospects fine; plenty of moisture.—Paul Bean Grain Co.

SHIPPER'S WEIGHT MUST Be Considered by Jury.

A decided step toward sustaining the shipper's weights was taken by the Supreme Court of North Dakota on Apr. 14, 1913, by its ruling in the case of Price E. Morris against the Soo Road, that the lower court should have left it to the jury to choose between the shipper's and the terminal weights in case of shortage at destination.

The lower court, the district court of Foster County, had decided in favor of the Minneapolis, St. Paul & Sault Ste. Marie Ry. Co., but the Supreme Court reversed the decision and granted Mr. Morris a new trial.

Morris loaded 62,440 pounds of barley into the car at Bordulac, N. D., but, according to the certificate of the Wisconsin state weighmaster, only 57,480 lbs. was delivered at Superior, Wis. Morris brought suit for the difference, the railroad offered no testimony and the county judge dismissed the case. Judge Goss, of the Supreme Court, said:

The evidence shows that the barley was hauled by plaintiff's employes to an elevator managed by one Johnson, at Bordulac. The barley was weighed at the elevator as it was received into the elevator and again weighed out as it was loaded from the elevator into the car; the weights corresponding. At least 21 different weighing operations were necessary in loading the car, as but 3,000 pounds could be weighed at once in the hopper from which it was placed in the car.

But Johnson's testimony is positive as to weights. He testifies: "I know the scale was all right. I tested the scale every once in a while to find out whether it was working right, and I know this scale was in good working condition and right when I weighed this grain. I know how many pounds of barley I weighed and put into this car."

"The amount was 62,440 pounds; and I know that that was the correct amount of barley that I put into that car. Immediately after I loaded the car I went over and billed it out and got a B/L. I noticed the car had been sealed when I went over and got the bill of lading. I got this B/L immediately after loading the car." On cross-examination he testified he "did not represent Mr. Morris [plaintiff]. The barley that I put into the car came out of the elevator. I ran it down into the hopper and from there onto the hopper scales, and it was weighed and conveyed into the car. Nobody assisted me to load the grain. I loaded it myself and did the whole of the transaction, the weighing and the loading. I had been working there at that time about two months."

"During the two months I was there I couldn't say whether the scales had been inspected by either the state or county inspector. I don't remember of any such inspection having been made. So that as far as the scales being correct is concerned, it is simply my testimony. I was never more particular than the fact that these scales balanced. I am not an experienced inspector, but I am a good mechanic and know everything about them. I never had any experience in testing scales; was never in that line of business. The principal part of my examination of the scales was to see whether or not they were balanced. I weighed the grain all in one operation. I don't mean the entire load was put on the hopper scale at one time; I couldn't put more than 3,000 pounds on it at one time. There were about twenty different weighing operations. The figures that I had down at the time of those weighing operations, I had them, and, if I remember right, I gave them to plaintiff. I haven't the figures at this time. I say that the total weight was 62,440 pounds. This was a little more than a year ago that I weighed this grain. I gave the weights to plaintiff the same day. Since the day of weighing I have not had possession of the figures. As soon as the car was billed out and turned over to the railroad I turned the figures over to Morris and I was through with the transaction. That was the last I had to do with it. The operation of weighing and loading a car of grain was an ordinary transaction in my line of business. It was something that I was doing almost every day, and there was nothing different in this operation at that time than the usual operation of loading and weighing out a load

of grain. I remained at that elevator for three months. During the time I was there, I weighed out and shipped about 50 cars of grain."

On redirect examination he stated: "I knew that 62,440 pounds of barley was the actual number of pounds that I put into that car. I was the person who billed out this car of barley and the person who took the shipping bill from the railroad agent. I know of my own knowledge how much the figures showed at the time, both before and after I gave them to Morris."

Plaintiff testifies that the barley "was weighed twice; weighed into the house, then weighed out into the car. I did not weigh it myself, but Johnson did. I was there when part of it was weighed. I know of my own knowledge what the grain weighed into the house and out of it. I know it by the slips that Johnson handed me. The slips both corresponded, when weighed in and weighed out." Witness never saw the car after it left Bordulac. "The only reason I believe that there was a shortage or loss of grain, and which is the basis of my cause of action in this case, was because and is because the figures which I testified to and which the witness Johnson testified to did not correspond with the figures of the weighmaster in Wisconsin. The amount of shortage I claim in this case depends entirely upon the weighing of the grain in Bordulac and Wisconsin."

The assistant weighmaster at Superior testified: "To my own knowledge I know that the scale was in good condition and working order and weighed correctly. I know this because it had been tested a short time before and found O. K. I know that I weighed correctly the car described and that the number of pounds of barley shown by the official certificate is the actual number of pounds of barley contained in the car at said time."

Carrier Insures Delivery.—So far as the facts in the case are concerned the common carrier insured the delivery at destination of all the barley it received from plaintiff for transportation. A prima facie case is established by proof that the carrier received the goods for transportation and failed to deliver them safely. Conversely stated the rule is that, in order to make out a prima facie case, plaintiff must prove that the goods received by the common carrier were not all safely delivered. Plaintiff must establish by a fair preponderance of the evidence that a portion of the grain received at Bordulac was not delivered at Superior.

Proof of a certain weight is proof of a fact.—Whether presumably correct does not matter. Evidence of weight is nevertheless evidence of the fact of an amount to be ascertained by such means. The proof that at shipment this barley weighed 62,440 lbs. prima facie establishes its quantity, the determination of which is essential to a recovery. Proof that at delivery but 57,480 lbs. of barley was contained in the car establishes prima facie the amount delivered to the consignee. The amount of loss may be termed a calculation, an inference or a presumption, it does not matter what. But as it concerns a fact, to-wit, a numerical difference in amounts, it must be a fact, inference of fact or presumption of fact. And, as such are but matters of evidence, they are for the consideration of the jury and not ordinarily to be weighed by the court. As such they constitute evidence of the proof of loss in transit.

While an inference might be drawn, from the number or manner of taking of the weights, that either or both weights are inaccurate, such must be at most but an inference to be drawn by the jury, and not by the court, in weighing the testimony in the determination of the ultimate fact of whether more grain was received by the carrier than was delivered by it to the consignee. These must be but inferences concerning facts in evidence consisting of weights sworn to or established by the testimony; and the accuracy of the weights taken is for the jury to determine. Hence, in discussing these questions, it was error to assume that there were any presumptions or inferences based upon other presumptions; so also the rule that presumptions cannot be based upon other presumptions can have no application.

Presumptions at times are to be dealt with by the court; at other times presumptions are but part of the proof and for the jury. In determining whether plaintiff has made a prima facie case, the courts must accept the facts or inferences of fact and but apply the law. And such evidentiary facts to be taken by the court as established for such purposes consist of the evidence of the weights at Bordulac and Superior, which prima facie disclose a difference of 5,000 pounds.

This difference is an established fact, not an inference or presumption, so far as the court is concerned. Had this grain been in sacks instead of in bulk, and 500 sacks been delivered the carrier and 450 sacks been by the carrier delivered to the consignee, the inference of shortage would be the same as in this case, though the units or items from which the shortage is deduced would be different. Proof of shortage of 50 sacks might involve inferences of inaccuracy in the counting or other method of computation, but that would be a question of fact for the jury as in any case of conflict of testimony. This question of weights, it is true, involves added elements of uncertainty concerning the accuracy of the scales at both points, and their manner of use, with which the personal elements of honesty and credibility become more important possibly as the opportunity to defraud is thus increased; but all these questions must nevertheless remain questions of fact and within the province of the jury and without the province of the court to determine.

With initial and terminal weights shown as facts by competent evidence, the law draws therefrom the presumption of shortage for the purpose of carrying the case to the jury for their finding of the truth of the matter.

Any so-called presumptions or inferences deducible from the difference in weights must be of fact and not of law, and to be finally drawn by the jury and not by the court. The proof made of the weights either establishes evidentiary facts or it does not, according as the jury determine the truth of the matter. But if such facts be taken as true, as they must be taken by the court, plaintiff has established his prima facie case upon which he was entitled to have his case submitted to the jury.

If a difference between the shipper's and consignee's weights, approximating 5,000 pounds on a carload of 62,000 pounds, where the testimony is positive as to the manner of the taking of the weights, and with the double weighing in and out of the elevator at the initial point as here had, did not make prima facie proof of loss in transit, then it is difficult to see how a distinction in principle could be drawn had the difference in weights been 60,000 pounds instead of 5,000.

If a court is to pass upon this matter as a question of law, where, between those limits, would the line be drawn at which the case would be regarded as involving a question of fact for the jury's determination? If it can be said that upon mere weights alone no proof of loss can ever be made, why permit evidence of weight to be received? But if it be said that weights have some evidentiary force, but not sufficient of themselves to ever constitute proof of loss, then the question arises: Of what must the corroborating evidence consist that the law will recognize as supplementing the weights sufficiently to make, when considered with the weights, a prima facie case of shortage? And thus we are left to conjecture. This but illustrates the sound rule that the whole question is one of fact or inference of fact from evidence and for the jury to determine from the evidence whether that may consist of weights alone or of added circumstances corroborative of shortage.

If proof of differing weights entitles plaintiff to go to the jury, it likewise makes proof of a prima facie case upon which, where the testimony, as here, is not conflicting and reasonably certain, plaintiff would be entitled to a finding of the jury upon the question of loss; and, if so, the amount thereof; under an instruction from the court that the jury might consider with the evidence matters of which judicial notice might be taken, including the possibility of mistake in weights at either end, the interest, if any, of the witnesses in the subject-matter of the suit, natural shrinkage or loss of weight in handling, and any other facts known or that might be proven which might enter in to explain any discrepancy in weights between the shipping point and destination—from all of which, as a question of fact, the jury must determine whether any less grain was delivered to the consignee than was received from the shipper by the common carrier for transportation and the amount of any such loss.

The only parallel case from another state the writer has been able to find is that of *Schott v. Swan*, 21 S. D. 639, 114 N. W. 1005, apparently not as strong a case for the shipper as the one before us, because of inaccurate methods disclosed in the evidence of the shipper in arriving at shipping weights. In that case a verdict for the shipper, based upon the bulk weight, though taken by a method that must have been approximate and inexact, was permitted to stand over the testimony of the sworn

weights of the grain as it was taken from the car. The court held the question to be one for the jury on the theory of a conflict of evidence.

Carrier Liable Even Tho Car Arrives in Good Condition.—In view of evidence that may be presented upon a retrial, we will say that, should it appear, in addition to the facts in evidence, that upon arrival in Superior the car was in good condition, by inference negating the escape in transit of any grain from the car because of defects in the car, and that on arrival the car was sealed, by inference causing the conclusion that it had not been opened during transit, still the question of whether any of its contents was lost in transit must remain a question for the jury. It may be that to a certain extent the question of loss is thereby left to conjecture, but that must be true to a certain extent in most verdicts.

To here hold otherwise would result in excruciating the carrier as a matter of law, even tho on arrival this car should be found to have contained but 10,000 pounds of grain, notwithstanding proof was made that over 60,000 pounds was shipped from Bordulac. In that event, to assume such a gross variance between the testimony of the shipper and the consignee as to weights to be attributable to a difference in weights only would clearly be an assumption of fact and an invasion by the court of the province of the jury. So, too, must such an assumption, only in lesser degree apparent in this case, be the same in principle. The same rule of law must apply in either and in all cases. And in either case the jury, and not the court, must determine the ultimate fact of loss in transit.

To announce the rule that the degree of proof offered in this case as to initial and terminal weights does not establish a prima facie case sufficient to invoke the jury's verdict, or that it may be overcome, as a matter of law, by mere presumptions or inferences of fact to be deduced from the condition of the car on arrival, would be to require of the shipper such a degree of proof of loss as is ordinarily impossible for him to obtain and produce, and announce a rule which will in effect abrogate the common carrier's legal obligation as usually an insurer of property to be transported. Accordingly, where the proof is reasonably certain and satisfactory that grain of a certain quantity, as previously ascertained by its weight, is loaded in bulk in a car for transportation, and then is taken in charge by the common carrier for delivery to a consignee, and proof of the amount of such grain subsequently received by the consignee is made by evidence consisting of a state weighmaster's official certificate, with initial and terminal weights as so established differing several thousand pounds on a carload of grain transported, plaintiff is entitled to a finding by the jury as to whether any of the grain has been lost in transit, and, if so, the amount of such loss. In view of another trial, we do not deem it necessary to pass upon a question raised upon the measure of damages.

The judgment appealed from is therefore set aside and this case remanded for new trial. Appellant will recover costs on appeal.—141 N. W. Rep. 204.

Carriers' Liability for Fictitious Bs/L.

The Appellate Division of the New York State Supreme Court on May 9 gave a decision in the suit involving Otto Keusch, Gibson Oliver and Durant & Elmore in the issuance of fraudulent Bs/L, holding that Mr. Keusch knew the grain had not been loaded into the cars when he accepted the fictitious Bs/L, and that therefore Keusch could not recover from the Delaware & Hudson Railroad Co. for the fraud of its agent, Palmer, in signing the bogus Bs/L.

Accordingly the court, one justice dissenting, remanded the case for a new trial, when Mr. Keusch no doubt will be able to show he expected the grain to be delivered on the Bs/L just as it had been previously on hundreds of other Bs/L from the same consignor.

Altho on final trial the suit may go against Mr. Keusch, it will be a source of satisfaction to grain receivers and their banks that when they have every reason to believe the bills of lading are genuine

the carrier will be held liable for the fraud of the carrier's agent in signing Bs/L in blank to be used at the convenience of a bankrupt shipper.

NATIONAL HAY ASS'N IN Peoria.

The 20th annual convention of the National Hay Association opened at 8:10 a. m., June 24th, in the Gold Room of the Jefferson Hotel, Peoria, Ill.

The arrivals were rapidly registered and everything worked like clockwork under the direction of Sec'y J. V. Taylor.

Every member was given a delegate badge and button; guests were given white badges; the entertainment com'te wore yellow badges, and the reception com'te wore green badges.

The ladies were entertained at a reception in the morning and during the afternoon both ladies and gentlemen were given a boat ride on the Illinois river.

The reception com'te followed by Spencer's band escorted the Kansas City delegation, numbering about fifty, to the Jefferson Hotel.

Pres. E. Wilkinson called the meeting to order and those present sang "America," after which Rev. B. G. Carpenter offered the invocation.

Hon. E. N. Woodruff, mayor of Peoria, extended the official welcome.

P. E. Goodrich of Winchester, Ind., made an able response, suggesting that the Ass'n had every cause to congratulate itself on the improvement in conditions affecting the hay trade.

H. G. Morgan sent an appropriate memorial address which was read by C. Carlisle of Kansas City. Among other things he said: "It is fitting that we honor our dead. Let the white flag of truce fly. Let our antagonisms rest while we reflect that we ourselves are mortal and may soon be called upon to make the last voyage."

He reported seven deaths and gave a brief biography of the deceased.

The reading of the 1912 minutes was dispensed with and they were approved as printed.

Pres. E. Wilkinson read his report, from which we take the following:

The corn crop of this country is the only one bigger than the hay crop, and therefore the hay crop is important, and we must do our share to improve conditions affecting this business.

The tendency at one time was for our boys and girls to leave the farm, but this condition is gradually changing. Country life is being made better by modern improvements.

Eliminate dishonest competition. Cooperation and organization will build business.

A growing sentiment is fast developing in favor of government supervision of all inspection. This is the only solution of the doubt now existing in inspection that give confidence. The sentiment of the Board of Directors at their meeting last night is hereby expressed as in favor of govt inspection and against the \$3.00 reconsigning charge.

We express our appreciation of the unquestioned loyalty and fine business ethics shown by our most efficient secretary, Mr. Taylor."

The report was unanimously adopted. "Caring for the Nation's Business" was the subject of an able address by E. F. Trefz, field secy, Chamber of Commerce of U. S. of America. He said: "A man who gives himself to his business alone is not much good to the community. We all owe vital and large things to the

achievements of the past and we can hardly repay that debt.

"There is something wrong in this situation. One year ago the U. S. Chamber of Commerce was organized so as to establish the opinion of business men in the minds of congress at Washington..

"We are trying to do three things. First among them being the establishment of a permanent tariff commission. I am opposed to the eternal and persistent tinkering with the tariff. It is bad business. I maintain that tariff is a local problem. We must have a national body to handle this business. All business men are agreed that the continual tinkering makes a business upheaval and this our present course; should be changed.

"I at one time played on the Princeton football team, and when we wanted enlightenment as to rules we did not ask a swordsman from Heidelberg, Germany, to tell us about it, but asked a man who played the game.

"The third thing we desire is the establishment of a trade commission. At the present time the average business man does not know when he is breaking the law. He may be indicted before he is cognizant of any evil. In fact his immunity lies only in the attitude of the district attorney.

"Price cutting leads to poor goods and bankrupt business. Laws must be had to agree on rules regarding competition."

The reports of the com'te on legislation as read by B. A. Dean of Auburn, N. Y., and of the com'te on statistics as read by H. H. Deam of Bluffton, Ind., were both adopted as read.

The following com'tes were appointed:

Nominating: B. A. Dean, G. S. Bridge, C. D. Carlisle, P. E. Goodrich, H. C. Jones, W. L. Fain.

Credentials: R. V. Clark, J. W. Dye, H. A. Bascom.

Directors' Report: C. W. Cutler, D. L. Leas, B. H. Winchester, L. A. Dellinger, Joseph Gregg.

The meeting adjourned.

Convention Notes.

Toberman, Mackey & Co. handed out imitation \$20.00 gold pieces and hung banners on the walls of the convention hall. Goffe & Carkener Co. handed out safety pencils. North Bros. were giving out note books. Carlisle Com. Co. handed out safety pencils.

St. Louis came to the front with about 30 delegates. They all wore Louis XVI badges.

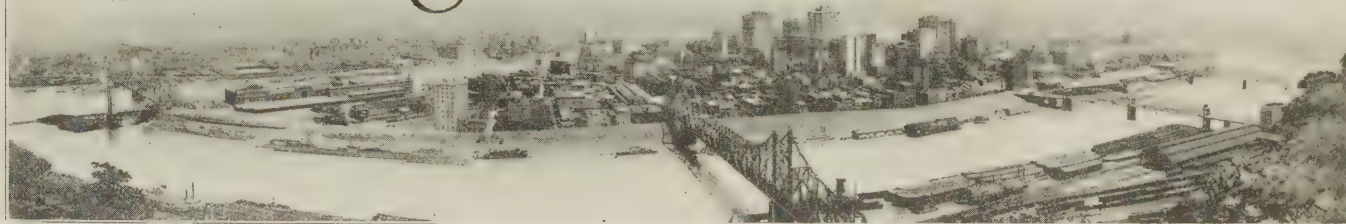
Arthur G. Kneisler of W. J. Armstrong Co., Milwaukee, was the victim of a sneak thief while en route from Chicago aboard a Pullman sleeper. He was deprived of \$28.00 cash and his only pair of shoes. Needless to say he wired for assistance.

I like to read the Grain Dealers Journal and learn what my brother dealers are doing.—Wm. Nott, Ross, N. D.

Every week we are besieged to work for penny postage. We think it a mistake. Good service is more important. Present service can be greatly improved.—C. A. King & Co.

Wharves and docks owned by interstate railroads are subject to the Interstate Commerce Act and within the jurisdiction of the Interstate Commerce Commission, according to a report made June 19 by Commissioner Marble after an investigation of wharfage facilities at Pensacola, Fla., and the charges and regulations covering their use must be reasonable and nondiscriminatory.

Pittsburgh as a Grain Center



Fotograf by Bragdon.

PITTSBURGH AS A GRAIN and Hay Market.

Pittsburgh is located in the center of the most populous part of the United States. Nearly one-half of the entire population of this country live within a night's ride of Pittsburgh; ten million people live in the territory tributary to it.

Pittsburgh is the greatest industrial city in America. In thinking of this city, one usually pictures tremendous steel mills, pipe mills, foundries and coke furnaces. These mills and shops employ thousands of workmen whose needs must be supplied thru the Pittsburgh market. Furthermore, many of the factors that have built up Pittsburgh as an industrial center are aiding to make it a great grain and hay market. Its splendid railway facilities give it competitive service to every part of the country. Situated at the headwaters of the Ohio, Pittsburgh has water connection with the entire Mississippi Valley. Centrally located, with splendid transportation facilities, and with a densely populated tributary territory, Pittsburgh has developed rapidly as a market for foodstuffs. In 1884 the receipts of grain were 3,600,000 bus.; in 1912 receipts were over 9,900,000 bus. In 1884 the receipts of hay were 15,000 tons;

in 1912 they were over 136,800 tons. Furthermore, Pittsburgh merchants order a large amount of grain and hay shipped directly from the west to their customers in the east. This business would probably increase the above figures fully 20%. Grain shippers, particularly those in the Central West, owe it to themselves to study the advantages of Pittsburgh as a market for their grain.

PITTSBURGH AS A HAY MARKET.

BY W. A. McCAFFREY.

Pittsburgh as the "Work Shop of the World" is from necessity one of the very best markets for Western Hay. This is strongly evidenced by the fact that 15,000 cars were cleared through the local Grain and Hay Exchange during 1912.

The topography of Western Pennsylvania—the vast underlying coal veins and the oil wells sprinkled over the hills and valleys are all against efficient farm production. Hence, we must call upon the west for our feed.

As a shipping center there are few better points. The great Pennsylvania System centers here; throwing out its steel

tentacles to the utmost points east and west. The New York Central Lines offer first-class shipping facilities, and the Baltimore & Ohio afford access to a large territory. Shipments may be routed through Pittsburgh to any points East.

Pittsburg men are live, virile and aggressive. They are quick thinkers and prompt to act upon their judgment. This coupled with the natural resources of the district has set the "Pittsburg District" upon a pinnacle of fame beyond competition.

The Banks of Pittsburgh are the strongest and best managed in the United States. The combined surplus, capitalization and deposits are large. Real estate values hold well and office buildings are right up to date.

We do things on a big scale. No proposition is too large for our Captains of Industry. Our claims for the best hay market in the world are unrefuted. The local Grain and Hay Exchange is in a healthy condition. The members, to a man, take interest in the Exchange and have an eye for the best interests of the market at all times.

GRAIN HANDLING FACILITIES at Pittsburgh.

Pittsburgh is served by six railroads, four of which are great railway systems, the Pennsylvania, New York Central, Wabash and Baltimore & Ohio. These roads cover the central and eastern states with a network of lines, and give Pittsburgh direct service to all parts of the United States. In addition, river boat lines give Pittsburgh the advantage of low water rates to all parts of the Mississippi basin.

Pittsburgh's three elevators have so far proved amply able to handle the grain coming to that market. The Central Elevator Co. owns a 250,000-bu. plant on the Pennsylvania Lines. This elevator is fully equipped with a Clipper Grain Cleaner, Hess Drier, and all modern machinery. The Central Elevator Co. is incorporated for \$52,500 and is managed by the following officers: R. S. McCague, pres., John E. Gault, sec'y, and J. D. C. Fraser, treas.

The Exchange Elevator, which is owned jointly by J. W. Smith & Co. and R. D. Elwood & Co., is a well equipped, modern plant of 100,000 bus. capacity. The large handling capacity of this elevator is particularly noteworthy. It has track room for 40 cars. Hopper scales of 100,000 lbs. capacity are installed for weighing the grain, and one of the largest Eureka Cleaners ever built is also provided. The elevator is of studded construction and is covered with asbestos slate, making it fireproof. The hay warehouse adjoining has a capacity of 20 car loads. The accompanying cut shows the arrangement of the buildings.



Iron City Elevator, Pittsburgh, Operated by D. G. Stewart & Geldel.

The Iron City Elevator, owned and operated by D. G. Stewart & Geidel, was built last fall to replace an elevator destroyed by fire, and is the newest of Pittsburgh's elevators. It is a 100,000-bu., all-concrete house equipped for the rapid handling of large quantities of grain. The equipment includes two elevator legs with 12x8-in. cups, two 1,500-bu. hopper scales, automatic bagging scale, No. 1 Barnard & Leas Roller Feed Mill, No. 6 Invincible compound shaking double cleaning machine, No. 2 Victor Corn Sheller, and a No. 4 Invincible Corn and Cob Separator, all driven by electrical power.

THE PITTSBURGH GRAIN and Hay Exchange.

On May 5, 1882, thirteen Pittsburgh business men organized the Grain and Flour Exchange. Of these thirteen, the following four are still actively engaged in the grain business: R. D. Elwood, D. G. Stewart, R. S. McCague and James A. Henderson; two have changed to other lines of business, and seven are dead. The first officers of the Exchange were R. D. Elwood, pres., Peter Keil, vice-pres., D. G. Stewart, sec'y, and R. S. McCague, treas.

The Exchange maintained its first headquarters in the Keystone Building. In 1891 it moved to the McCance Building, in 1905 to the Pennsylvania Railroad Building, and in 1910 to the Wabash Building, the various moves being made necessary by the growing membership and the necessity for larger and more commodious quarters. A photograph of the Wabash Building, the present location, accompanies this article.

On August 9, 1912, the corporate title of the organization was changed to the Grain and Hay Exchange of Pittsburgh, Pa., instead of the Grain and Flour Exchange. The present officials are R. E. Austen, pres., Samuel Walton, vice-pres., J. A. A. Geidel, sec'y, and John Dickson, treas. The board of managers consists of these officers and H. G. Morgan, W. W. Beatty and Charles Kellner. The membership now numbers seventy-one.

The Exchange is particularly proud of two things, the first that in its 31 years of existence not one wholesale grain company in its membership has broken up or gone into receivership; the second that in the past ten years the Arbitration Committee has not been called upon to settle more than six or eight disputes, less than one a year.

No option business is done on the floor of the exchange. All sales are in carload or thousand bushel lots, for spot or future delivery.

The exchange was founded for the purpose of "collecting, preserving and disseminating valuable business information to facilitate business intercourse, to adjust the differences and misunderstandings that may arise between persons engaged in trade," and the various committees and departments of the Exchange have worked consistently to carry out this purpose.

Thru the activity of the Railroad Committee, a prorating system has been established by the various lines entering Pittsburgh which makes that city the distributing point for a large territory. This prorating system has done much to build up the grain business and should result in a rapid increase in the volume of grain and hay moving thru the Pittsburgh market.

A daily call takes place on the floor of the Exchange every business day at 11:15 A. M. An arrangement has been made

with the railroads to furnish a daily report of the arrivals of all grain, hay, and mill feeds, which reports are posted in the Exchange rooms and are accepted by many Pittsburgh houses as official notification of arrival. The Exchange has printed blanks, to be signed by shippers, authorizing the railroads to post notice of arrival of all shipments of grain, hay and millfeeds in the Exchange and accepting such posting in lieu of any other form of notice of arrival. This arrangement is a convenient one for both shipper and receiver.

The Inspection Department has a reputation for fairness. Mr. Charles Culp, the Chief Inspector, is a man of wide experience and has a thorough knowledge of the grain and hay business. Mr. Culp has been with the Exchange since its organization and was long associated with his father, Wm. Culp, who was one of the best flour and grain inspectors. The charge for inspection is only 35c per car, which is considerably lower than the charge usually made for this service. As a check on the Inspection Dept., the Pres. of the Exchange appoints every year a committee to establish grades on the different commodities and to see that these standards are maintained. In case a shipper is dissatisfied with the grade given his shipment, he can appeal to this committee and he can rest assured that his complaint will be decided with absolute fairness.

The Weighing Dept. was organized in January, 1910, and placed in charge of Joseph S. Gray, Chief Weighmaster. The work of this department has been satisfactory to both shipper and receiver, and has proved a great advantage over the old system. Upon arrival grain is weighed at one of the elevators, the charge for this service being absorbed by the railroads. Owing to the excellent weighing facilities, there have been few discrepancies in weights.

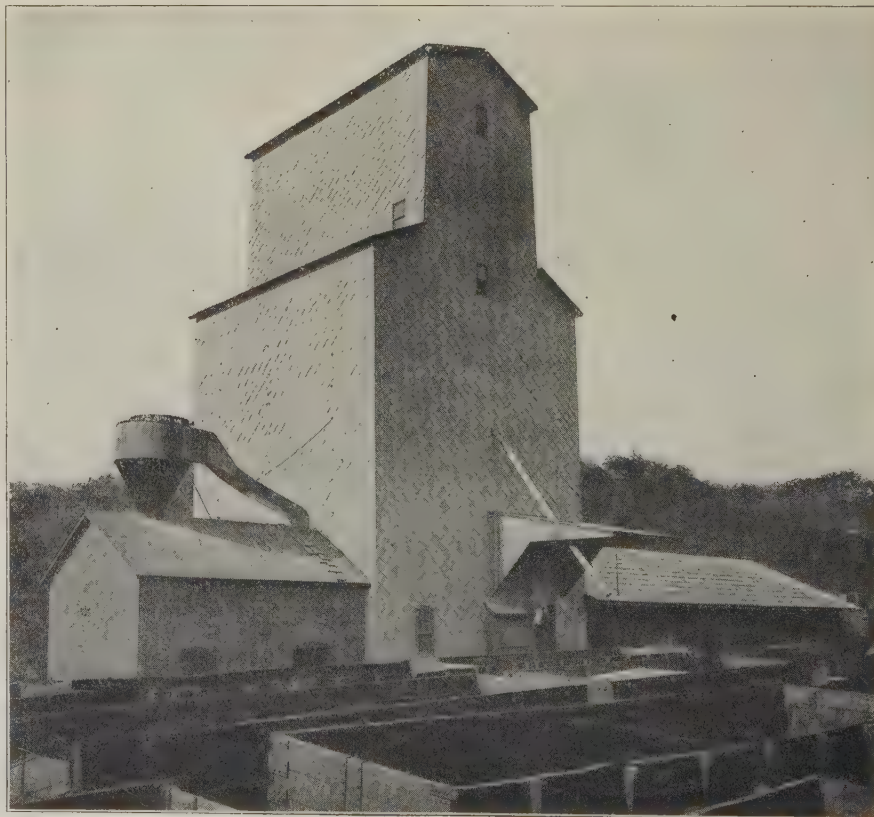
The Exchange a short time ago created a new department to take care of traffic matters and placed it in the hands of H. F. Denig as Traffic Manager. The activity of this department in aiding the members of the Exchange in their traffic matters has resulted in much good, and Mr. Denig has proved his ability to protect the interests of the members in their controversies with the railroads.

The Pittsburgh Grain and Hay Exchange has had a long and honorable career and has enjoyed a steady increase in membership and influence. It was founded by men of character and integrity, and its members have always been imbued with the spirit of the Exchange, expressed in its constitution in the following words: "To inculcate the sacredness of contracts, honorably and fairly entered into, believing that every business man is bound by the laws of God, of man and of honor to keep inviolate his plighted faith."

SOME MEMBERS.

One commendable conservative feature of the Pittsburgh trade is that the firms engaged in receiving and shipping grain and hay do not make many changes. When once established in the business they generally continue it until death forces a dissolution. Among the well established firms who are members of the Grain and Hay Exchange are the following:

AUSTEN BROS. is composed of C. W., R. E., J. T. and D. E. Austen. The firm was organized in 1892 for the purpose of conducting a retail grain business at Etna, Pa., by C. W. and R. E. Austen. In 1900 they branched out into the whole sale grain and hay business, where success has also been achieved. Today they are still doing business with some firms who favored them when they started. C. W. Austen is not actively engaged, but is always interested where finances are concerned. R. E. Austen gives his attention to the Western trade and J. T. his attention to the Eastern.



Exchange Elevator, Pittsburgh, owned jointly by J. W. Smith & Co. and R. D. Elwood & Co.



Members of the Pittsburgh Grain and Hay Exchange waiting for the call.

R. D. ELWOOD & CO.—In 1872 R. D. Elwood and B. McCracken established the firm of Elwood & McCracken. In 1881 the firm was changed to R. D. Elwood & Co., which name it still retains. The firm handles Wheat, Rye, Oats, Corn, Hay and Straw. From September until June they handle a very large amount of Rye. R. D. Elwood was first pres. of the Pittsburgh Grain and Hay Exchange.

C. A. FOSTER was established at Carnegie, Pa., in 1879, and handles grain, hay and feed, their specialty being oats and hay.

GEIDEL & DICKSON succeeded E. B. Mahood in 1893. They continued as Mahood & Geidel until 1895, when the present firm composed of John Dickson and Philip Geidel was organized. They are wholesale receivers and shippers of grain, hay, straw and mill feed; also large distributors of sugar beet pulp. They buy outright or handle on consignment.

HARDMAN & HECK was organized Oct. 1, 1903, by Mr. C. M. Hardman and Mr. D. V. Heck. They now have associated with them Mr. I. N. Daker. These men have all had years of practical experience in the grain and hay line and all give their personal attention to the business. Their specialty seems to be to look after the interest of the shipper as well as their customers.

W. F. HECK & COMPANY was organized in Dec., 1910. W. F. Heck was made president and general manager. A wholesale feed business has been conducted since, with a specialty of handling mill feed in straight and split carloads.

Previous experience had been had by Mr. Heck as a partner of the Clark Grain and Hay Co. and by practical experience in the milling business in Ohio. Special attention is given to the wants of the small miller in Penna. and the east and as consequence a very fair trade has been built up which is reciprocated by the small miller in the west as shipper. A considerable business in hay and straw as well as mill feed and grain has followed in the wake of the business.

HERB BROS. & MARTIN are successors to John Hood, he having established this business in 1866, and being actively engaged in it until October, 1896. The present firm was formed Nov. 1st, 1896, consisting of Chas. V. William Herb, and Ren Martin. It does not specialize in any particular line, but handles grain and hay.

DANIEL McCaffrey's Sons Co. is composed of W. A. McCaffrey, president; Jos. A. McCaffrey, vice pres., and C. A. Glibney, sec'y and treas. The business was established June 7th, 1867, by the late Daniel McCaffrey, father of W. A. and Jos. A. McCaffrey.

When this firm was established Pittsburgh was only a small town of less than 100,000 inhabitants and the methods at that time were, to say the least, very crude, there being no such things as telephone service and carloads of hay were not shipped into the market like they are at the present day. The method at that time was for the farmer to haul loose hay in to the aforesaid company's establishment where the hay baler was operated and where the enormous amount of a few tons was baled daily.

The McCaffrey firm has gradually increased till at the present time it is one of the largest handlers of hay in the country. Of course the hay that arrives now is all baled; loose hay is practically unknown.

This firm is now entering in its 47th year on the identical spot in the city of Pittsburgh at which it was originally established.

R. S. McCAGUE: In point of actual service in the grain business R. S. McCague is possibly the oldest representative in the wholesale business of Pittsburgh. He engaged as a bookkeeper in 1868 but was not admitted to the firm until 1872, at which time the firm of Houck, McCague & Co. was organized. At different times he succeeded the other members of the firm until 1879 when he became the sole member and has continued so ever since.

For something like twenty-five years he has been assisted by W. W. Beatty, R. A. Sheets and A. J. Gosser, each of whom has his separate department, and by diligent attention to business has acquired the experience necessary for judicious management.

The firm has always been conservative and in quoting prices to the west prefers keeping a trifle under rather than above what can be realized. It endeavors to give accurate information, not wishing shippers to send grain to Pittsburgh under a misapprehension as to real value. The conditions in Pittsburgh are such that it is not always advisable for the shipper to

sell outright, and in such cases this firm handles grain, mill feed and hay on consignment.

R. S. McCague has been identified for years past with the Central Elevator Company of Pittsburgh, and has found it very much to the advantage of the shipper as well as the local dealer to have grain weighed in Pittsburgh. The elevator weight is accepted as final by both buyer and seller and avoids many disputes as to weights.

As the policy of the railroad companies is becoming more liberal in regard to the reconsignment of grain, the business of Pittsburgh along that line is increasing quite perceptibly. Pittsburgh is the natural distributing point for western and central Pennsylvania, an enormous territory to supply throughout the coal mining regions. The elevator charges are extremely low and parties who desire to hold grain for a limited time in Pittsburgh can do so.

THE MAHOOD HAY & GRAIN CO.—W. J. Mahood was connected with E. B. Mahood in the grain and flour business for about twenty-five years when he retired and turned the business over to Phillip Geidel, the former bookkeeper, and M. J. Mahood. Under the firm name Mahood & Geidel, they continued for some time but dissolved and Mr. Mahood started under the above firm name. About 10 years ago he admitted A. E. Weber to partnership. The company does a general commission business in hay, straw, corn and oats and tries to make hay a specialty.

J. W. SMITH & COMPANY was established in 1879 and handles corn, oats, feed and hay. It makes a specialty of corn. This firm has always undertaken to increase the popularity of Pittsburgh as a grain and hay market, and its outlet is to the interior exclusively. It has devoted its efforts to securing an expansion of the Pittsburgh territory.

D. G. STEWART & GEIDEL is composed of D. G. Stewart, who established the business in 1872, and J. A. A. Geidel, who, altho a young man, has long been identified with the grain and hay trade of Pittsburgh. The firm conducts a receiving and shipping business in grain, mill feed and hay and makes a specialty of rye.

It operates the Iron City Elevator, a new, reinforced concrete, fireproof elevator of 150,000 bu. capacity; a rapid handling transfer elevator to which it is intended to add concrete storage tanks of large capacity. At the same time the handling capacity will be increased to 36 cars in and 36 cars out each day.

SAMUEL WALTON CO.—In 1886 Sam Walton began handling Indiana prairie hay. He was then interested in the min-

ing and shipping of flint glass sand to the glass manufacturers which brot him in daily contact with the glass trade, who at that time were large users of Indiana prairie hay for packing purposes. For several years he specialized in Indiana prairie hay, but as the glass manufacturers began to find substitutes for prairie hay he drifted into the handling of timothy hay, straw and grain. In 1908 he formed a corporation under the laws of Pennsylvania with paid up capital of \$75,000. This was done for the purpose of enabling the business to be conducted in the event of a repetition of his illness.

Car Shortage in Illinois.

Chairman Berry of the Illinois State Railroad and Warehouse Commission in a recent official report summarizes the results of an investigation into the car shortage as follows:

Between 1900 and 1911 there was the following increase in freight traffic on the C. & A. R. R. In total tonnage handled, 202%; in freight ton mileage, 134%; in box car freight tonnage, 145%. With this great increase in tonnage, the increase in equipment for freight traffic in the same period was as follows: In freight cars of all kinds, 26%; in box cars, 7%; in freight and switch locomotives, 106%. In these eleven years the tonnage of freight of all kinds handled in box cars has increased nearly two and one-half times, while there are but 310 more cars, box and furniture, owned or leased by the Chicago & Alton Railroad Co. in 1911 than in 1900. These statistics which are characteristic of many of the roads, clearly indicate that the shortage of cars is the result of not having a sufficient number of cars for the increased traffic.

In 1900, the Chicago & Alton road had in service 111 freight and switch engines. In 1911 there had been an increase of 106% in the number of engines—the number in the service being 235, and they now have 352 engines on the road.

Cars Ordered and Supplied.—Upon the Chicago & Alton Railroad, which is a representative road in many ways, thru the grain belt of the country—on May 29 there was a demand from the elevators for 337 cars for grain loading; 87 cars were supplied for that purpose. On May 28 there were available for loading 373 box and furniture cars for grain and other traffic moving in box and furniture cars. The orders received on these days totaled 833 cars, so that but 45% of the orders were taken care of.

Elevators Order More than Needed.—The officials of the road tell us, and our investigation sustains it in a large measure, that as a rule in times of shortage of grain cars the elevators order 50% more cars

than their loading capacity. Accepting these facts as substantially true, the request for 337 cars upon the Alton road would indicate that the elevators would have been loading to their capacity if they had two-thirds of this number, or 225 cars, and having received on this day 87 cars, there was a shortage of 138 cars for grain, only 39% being supplied.

This statement of the conditions of the Chicago & Alton Railroad, as we have found it is representative of many of the other roads in the grain district.

Car Equipment not Proportionate to Increased Traffic.—The conclusion reached is that the present shortage of cars is due principally to the fact that the railroads have not increased the number of cars for grain and other traffic as rapidly as the traffic itself has increased.

It appears from our investigation that an honest effort is being made by the railroads to place the box car equipment in good condition and to bring the motive power up to a state of efficiency.

In order to relieve the present shortage of box car equipment, the Chicago & Alton Railroad some time ago started its freight car shops to making repairs on box cars exclusively. Official orders have been issued by the road to all car inspectors and to all conductors of local crews to inspect all cars that pass over the road, with the purpose of using in traffic all cars which are in proper condition. In order to supply the demand, many refrigerator cars are being pressed into service for merchandise traffic of the larger cities, and the other cars being held for grain traffic locally.

Record of Loadings.—For the four weeks of May we find the following number of cars were loaded on the Alton road in 1912, and the corresponding weeks of 1913: a total during the four weeks in May, 1912, 1,608 as against 2,252 for the same month in 1913. In other words, the four weeks in 1913 show 40% more car loads of grain were loaded than during the same four weeks in 1912. This showing is very creditable, and is due in a large measure to the increased physical condition of the Chicago & Alton equipment over the conditions one year ago.

Books Received

KING'S AUTO GUIDE is a touring book covering the principal automobile routes in Illinois, Wisconsin, Eastern Minnesota, Indiana, Michigan, Ohio, part of Kentucky, New York, Pennsylvania, and Ontario. The guide gives detailed road instructions, maps, and indexes, and is arranged for quick reference. It is an invaluable aid to the automobile tourist. Flexible cloth binding, 443 pages, Sidney J. King, Chicago; price, \$2.



Central Elevator, Pittsburgh, 250,000-bu. plant owned by Central Elevator Co., R. S. McCague, pres.

Three Conventions at Cincinnati

June 16, 17, 18

INDIANA GRAIN DEALERS ASS'N.

The midsummer meeting of the Indiana Grain Dealers Ass'n was called to order by Pres. Chas. A. Ashpaugh in Parlor C of the Palace Hotel, Cincinnati, Wednesday, June 18, at 9:45.

The President appointed the following com'tes:

Nominations: A. E. Betts, Frankfort; W. B. Foresman, Lafayette; LeRoy Urnston, Tipton; E. K. Shepperd, Indianapolis; Jno. Howell, Cammack.

Resolutions: E. E. Elliott, Muncie; T. A. Morrisson, Kokomo; A. E. Reynolds, Crawfordsville; E. Hutchinson, Arlington; and F. A. Witt, Indianapolis.

Auditing: J. M. Brafford, Indianapolis; H. E. Kinney, Indianapolis, and J. W. Sale, Bluffton.

President Ashpaugh delivered his address from which we take the following:

President Ashpaugh's Address.

I believe the officers of the Association owe to its members a resume of the work accomplished by the Association during their incumbency; and to this end I will briefly review some of the things accomplished within the past two years, with possibly some recommendations.

Freight Claims: The Ass'n had for many years considered the matter of establishing a Claims Department for the collection of claims against the carriers, on account of losses growing out of shipments.

The Secretary having been directed to start a Freight Claims Department, had succeeded in filing a few claims, and since that time there has been about 3,000 claims filed, covering various phases of transportation matters; some of them being tried out before the Interstate Commerce Commission, all without entailing any extra expense to the Ass'n.

It is proper that I should add my commendation of that feature of Association work, and would recommend that the membership give to that department its undivided support.

Inspection of Scales: We employed a scale expert to examine scales of members and other grain dealers of the State. Some fifteen months' time was put in by him, resulting in the examination of a large number of scales, and attracting the attention of the shippers directly to the importance of keeping their scales in working order.

Mr. Chas. C. Hoffman was employed, and by reason of his acquaintance with Dr. H. E. Barnard, Commissioner of Weights and Measures, that State Department was much interested in anything that would tend to bring about a better weighing system and his work received the endorsement of that department. He was authorized to say to the trade, that in the re-examination of scales by any members of the force from the State Inspection Department, that the certificate issued by the Grain Dealers Ass'n would be given full credit.

Because of the lack of patronage on the part of many dealers it was necessary to discontinue the service of Mr. Hoffman; however, it is desirable that the work be again taken up, as soon as an efficient man can be employed.

[Continued to Page 961.]

OHIO GRAIN DEALERS ASS'N.

President E. C. Eikenberry called the 34th annual convention of the Ohio Grain Dealers Ass'n to order at 10:00 a. m., Wednesday, June 18, in the Grand Opera House Hall, Cincinnati, O. About 40 were present when the session opened.

Pres. Eikenberry appointed the following com'tes:

Resolutions Com'te: H. S. Grimes, chairman; Robt. McAlister, H. S. Heffner, E. T. Custenborder, and E. M. Druce.

Nominations Com'te: L. W. Dewey, chairman; J. E. Wells, W. E. Gest; C. W. Pontius, and Jacob Hauss.

Auditing Com'te: E. C. Baer, Ed. Strittmatter, and E. A. Brubaker.

Pres. Eikenberry read his annual address, from which we take the following:

President's Address.

The past year has been one of marked progress in the grain business in Ohio. Higher business standards have been established, more cordial relations between competing dealers and between shipper and receiver are being maintained. The great underlying principles of co-operation are asserting themselves and as a distinctly guiding principle in our business activity we are adopting the fact that the more profit and the best profit comes not from the transaction that benefits us alone, but from the transaction that benefits equally and reciprocally ourselves and the other party to the transaction. There is a recognition of what may be termed the morals of business and today the grain business is a better business in which to be engaged than it has been at any time in the past. While the millenium is not here and many things await accomplishment, yet we are progressing and it should be the constant aim of this Association to ennoble and dignify this business and to evolve standards of business conduct that should continually and progressively become more just and equitable. Let us be progressive without being radical, conserving our own interest with a just regard for the rights and equities of other business interests with which we are brought into relation.

I desire to point out that the right, proper and profitable handling of grain is based on certain technical knowledge and that the possession of this technical knowledge is becoming more and more indispensable. All lines of business are becoming more highly specialized and scientific accuracy has displaced haphazard and slipshod methods. An occupation without its peculiar and distinctive requirements cannot be dignified as a business. Nowhere does prudence, experience, good judgment and brains count for so much as in the grain business. Little men must and will be eliminated or grow to larger business stature as its demands are continually becoming more exacting.

As the requirements of the trade become more apparent and as the great economic importance of the proper and economical distribution of our grain crops become more clearly recognized, the grain business will assert itself, assume respect and dignity and find its proper place in the commercial scheme of the state. To move the grain crops of Ohio, alone is a colossal task and the highest welfare of the commonwealth demands that it be accom-

[Continued to Page 958.]

COUNCIL OF GRAIN EX- CHANGES.

The Council of North American Grain Exchanges opened its semi-annual meeting at the Hotel Sinton, Cincinnati, O., at 11 a. m., June 16.

Pres. J. C. F. Merrill read his address, from which we take the following:

President's Address.

In some respects, the accomplishment of all of the purposes and objects of the Council has been found practically impossible. The matter of uniformizing the rules relating to terms of shipment of commodities handled on the Exchanges has not made the progress its friends have hoped for. The principal reason for this is that conditions of all business are not the same on all of the Exchanges, although fundamentally the same. Therefore, a thing to be desired at one market center may not be of significance at another. Business moves along lines of habit and confirmed and well determined practices or organized bodies, like those of individuals, are not easily overturned. Unless there is some palpable and advantageous reason presented in support of a request for a change, it is well-nigh impossible, as our experience teaches us, to get even meritorious amendments to the code of rules of some of our members even seriously considered by them. The test of necessity, the one measure of invention of ways and means of accomplishing things broadly desired, evidently does not indicate that all of the proposed amendments ring true to all of the Exchanges.

Crop Com'te.—To increase production is an imperative duty resting on all agencies capable of rendering help to accomplish results of this nature. The rapid overtaking of production by consumption; the need of producing more bushels in order that the farmer may hold his own on these products, the prices of which are to be scaled down in obedience to the mandate of free trade, is plain enough to be easily recognized, for if the farmer must sell at the price to be fixed for him at the world's markets in competition with the product of cheap lands and labor of other countries, more than ever before he must meet that competition. If he must sell cheap he must have many bushels.

The "Pomerene Bill."—Bills of Lading are used to an enormous extent in the business of the country. In a case before the Interstate Commerce Commission, the yearly value was estimated to be in this country approximately \$25,000,000,000, of which \$5,000,000,000 passes thru the banks. The instruments representing a sum so huge as this should be given all the sanctity the law attaches to commercial paper. The Pomerene Bill is intended to do this. It is a comprehensive codification of commercial usages on this subject, well thought out, clearly stated and so carefully prepared that it is a model of good legislation. It seeks not only to do away with the frauds made possible in Bs/L, and at the same time protect the rights of the carrier, shipper and banker as far as can be done with justice to all parties. It passed the United States Senate unanimously Aug. 21, 1912, but failed in the House of Representatives, in the Com'te on Interstate and Foreign Commerce. In a slightly amended form it has been reintroduced into the present or 63rd Congress. It is practically the Uniform B/L Act, which has been enacted in ten states, Connecticut, Illinois, Iowa, Louisiana, Maryland, Massachusetts, Michigan, New York, Ohio and Pennsylvania. Four of these states, New York, Pennsylvania, Ohio and

Illinois produce as much tonnage for transportation as any other ten states. It will be admitted that the Federal Statute should be uniform with the various state statutes.

The doubt attaching to Bs/L growing out of a decision of the United States Supreme Court, centers around the fact that a carrier can not be held on an order B/L if such bill was issued by the carrier before it received the property. Freedom from this particular liability has injected uncertainty into, and has destroyed the value of Bs/L as negotiable instruments to an extent making remedial legislation a necessity. Drafts with Bs/L now depend as much, or more, for their negotiability on the drawer thereof, as they do on the value of the B/L itself.

Who is at fault if the goods are not delivered on a duly executed order B/L? Surely not the innocent third party. The carrier should be made responsible.

It is not the intention to impose upon the carriers any extraordinary or onerous conditions.

Naturally, self-interest will cause them to evade this liability, as well as others, if they can. They should, however, be compelled to be responsible for all duly authorized bills outstanding in hands of innocent holders.

Probably no more important legal contest, in the interest of shippers and bankers has ever been carried on than that by Knight & McDougal of New York and Chicago, to recover more than \$200,000 advanced by them on railroad Bs/L duly signed by an authorized agent on which the grain was not delivered.

Had the Pomerene bill been enacted before this occurrence it undoubtedly would have prevented it.

The Pomerene bill also provides protection against abuses in the issuing of straight Bs/L as well as those marked "Shippers Load and Count."

Thru export Bs/L will also benefit equally by the enactment of this bill.

Handling of Soil Products.—Soil products sold on the Exchange, such as are susceptible of being stored without deterioration, are handled by three distinct classes, country dealers, storage merchants and shippers or distributors who commonly practice buying in the terminal markets on the Exchanges from the commission and storage merchants, and sell thruout the country at large.

Risk Due to Crop Conditions.—The conduct of this business of dealing in fluctuating commodities involves greater risk than is found in any other department of the general business of the country. This is because crop conditions in this and in both foreign competing and consuming countries, are constantly changing, with a harvest every month in the year in some part of the globe with its resulting influence exerted at the world's markets where universal values are finally determined.

Because of the risk imposed by ownership of fluctuating commodities, it has become a common practice of dealers to eliminate this risk by selling them for future delivery in such quantities as they may own, with the intent of delivery or of buying back in open market a sufficient quantity of the kind sold to deliver on their sales and thus satisfy their contracts.

Market places for the convenient meeting of sellers and buyers have come into existence in obedience to a prime necessity. Exchanges are such market places; they do no business as organizations, the business done on them being entirely that of the public—men dealing with each other.

Normally, large surpluses of all products which may be safely stored exist at market centers in varying quantities, the maximum of which occurs soon after harvest. The quantity so appearing in market being greatly in excess of current requirements, it devolves on some one to own them until they are wanted for consumption. As ownership, as before stated, imposes the risks of ownership, it necessarily follows that some one in assuming this risk speculates on the financial outcome of every venture into the field of ownership.

The service rendered by those carrying the surplusage of our production of over five billion bushels of grain, and many other commodities, some of equal importance, is a very large one and seldom fully comprehended. Both competent and incompetent persons speculate and often with disastrous results. This is common knowledge. The service they render in buying for future delivery the stored food supply of the nation must be performed by some one and whoever performs it takes the risk of losing with a hope of gaining something. It is a matter of choice; and, if there be no lurking peril of artificial creation the free agency of every individual, thus assuming such a risk is by right a matter of individual concern. In view of the fact that ownership of our great production enforces

itself on some one when produced, to remain so until it is consumed, it follows that its movement in commerce is attended by many changes of ownership, thus the aggregate sales of these commodities amounts to many times the quantity produced, great as that is. No one may know even approximately the enormous total of this vast trade in all of its ramifications. It is greatly more than is commonly understood.

Speculation a Necessity.—It being evident that every owner of soil products beyond his personal need of same is a speculator rendering a service to others, it becomes evident that speculation is an enforced necessity. It is frequently mistakenly condemned as being wholly bad and as rendering no service of value whatever and quite possible of elimination. The service required to be rendered is a great and valuable one; yet it may be doubted if any considerable number of persons at any time perform it for any other purpose than with the hope of personal gain. It is a service, the performance of which can not be determined by law and must be left to the free agency of the people to decide for themselves. All attempts to the contrary have been and must fail because of fundamental unsoundness.

Free, open and unhindered speculation is a most potent force in preventing violent and disastrous fluctuations. The farmer could not, if he would, graduate his sales to just balance the needs of the other 82,000,000 of people; he sells when it best suits his convenience to do so. This enforces the carrying of the surplus on the speculator. The speculator like the farmer could not if he would perform even approximately the service of buying just the amount of actual grain in commerce or that the producer might sell for future delivery. It thus can be seen that in some manner, on the Exchange or off, speculation in soil products is an inherent and prime necessity; that it renders a valuable service; that its elimination is as impossible as production of food necessities without ownership would be.

The volume of speculation is very largely determined by the vicissitudes of the seasons; by their effect on production. The law of supply and demand is not a creation of man. It is a law created by natural forces for man to conform to. In its operation supplies of food products from one harvest to the next involves the element of risk of ownership, and enactments by the Congress can not by any possibility eliminate it.

Theories and enactments relative to the control of speculation in commodities, therefore, contend with a natural force. Wherever attempted they have failed for obvious reasons. They have obstructed and made more difficult the commerce falling within their jurisdiction and have failed to accomplish the impossible. That all agencies operating to sustain and provide comforts for the human race have in all times been abused and perverted, is a matter of common knowledge. That the commerce of the nation or of the world in its food requirements is, or could be an exception to all else, it would be idle to expect. That evils have and do exist it would be foolish to deny. That they are of a nature to best be overcome by drastic legislation may be questioned seriously by the uninformed and positively denied by Exchange members themselves, the latter occupying a position contributory to their superior knowledge of actual conditions. The business of the public on the Exchanges is honestly and efficiently cared for.

The food supply of the people is ever an object of most general and universal interest; all eyes turn naturally towards it. It is so even unconsciously on the part of many for it is directly related to the maintenance of life itself. It must ever be so. For this reason, if no other, the business done on and in connection with the Exchanges has always been and will continue to be an object of great interest to the public. Realizing this fact, and also knowing any service rendered to the public must justify itself and that this is becoming more insistent in its requirements, the Exchange members, in common with the general movement in this direction, have already done much to overcome offensive elements, and are constantly striving to lift the character of the business centering on them to a level, as near as may be, above reproach. But the Congress nor the public should expect the Exchanges to subvert the laws of nature or to regenerate the human heart.

Cummins Tax on Sales.—An amendment intended to be proposed by Senator Albert B. Cummins to the tariff measure to be added to the income-tax provision, was announced to the Senate on May 1, the provisions of which impose a tax of ten per centum on all short sales of products of the soil, meats, or provisions of any character

made upon, in, thru, in connection with, or under the regulations of any Exchange, board of trade, or other organization doing business in the way in which such institutions are now carried on. This is the most serious in its nature of any proposed legislation of recent years. It merits a careful study of its effects on the commerce of the country in these commodities.

The bulk of grain and other soil products dealt in on the Exchanges of the country are sold for distribution to consumers on what are commonly known as "over-night offers." Therefore, it is a common and wide spread practice to sell these commodities before buying them. All such sales would fall within the provisions of the Cummins proposed amendment to the income-tax, and so incur a tax of ten per centum.

Inasmuch as this tax is prohibitive, it follows that the enactment of this measure would destroy a large part of the commerce in grain and other commodities as now carried on at or in connection with all Exchanges, whether to be shipped to or from them. This would be true for the sound economic reason that it is safer to sell these things before buying them than it is to buy them before selling. If bought before they are sold, a buyer of them may rot, in the nature of things, know when they can be sold. Ownership of them involves the use of capital as well as being inseparable from the risk of ownership. They could not be hedged and while hedged sold for shipment without incurring the tax on one of the two sales; therefore, the risk of loss due to a declining market must be assumed, to which must be added the incidental cost of carrying charges pending a sale.

It is not feasible for the ordinary shipper to own and to carry two or three grades of each of No. 1 northern spring, No. 2 red and No. 2 hard wheat, two grades each of three colors of corn, yellow, white and mixed; four or more qualities of oats, besides other grains, millfeeds, hay, cured meats of all kinds, etc., comprising the list of articles commonly offered out over night thru a large number of brokers scattered over a wide area of country comprising many states and foreign markets. The major number of those engaged in such business are not in possession, nor in control of sufficient capital to finance such a business. Only those possessing large capital and unbonded resources could carry it on. The Cummins measure, if enacted, would tend to drive out of business a large number possessing only small capital and to concentrate the business in the hands of the wealthy few. There are other cogent reasons why buying a fluctuating commodity before selling it is attended by greater risk than is true of selling the same before buying it.

The large business done thru making offers at close of exchange hours by a multitude of exchange members situated in various states and cities is possible only thru selling before buying. Of the two alternatives the one carrying the lesser risk is chosen, and for this reason, as well as being a practice not involving the use of free capital because of not carrying a stock of the commodities dealt in, it has become the basis of a wide and most important business.

The practice of selling a fluctuating article before it is bought, has a margin of safety residing in the profit which is in the price, which buying before selling cannot possess. The profit of one cent per bushel, or fifty cents per ton, or of two per cent on cured meats, is a protection against loss to the extent of the profit. The profit used in merchandising soil products varies in accordance with market conditions, scant supplies and active demand dictating a wider margin than when a flood of supplies in excess of daily requirements is arriving. One may lose his profit on an advancing market and do so with equanimity, but a loss of capital is an injury of the insolvency type. It is but an expression of a prime principle to choose the safer of the alternatives. To be compelled by law to reverse this order would, in its application to the business of the distribution of the food necessities of 82,000,000 of people, produced by our other fourteen millions living on 6,000,000 farms, be destructive of the business of a large number of our citizens who would be financially unable, if for no other reason, to continue in the business; it would, as before stated, tend to concentrate the business in the hands of capital. Even this class would be seriously and unfavorably affected.

A measure evidently intended to curb "short selling" in a speculative sense, the merits or demerits of which need not be discussed here, unintentionally on the part of its author, would become destructive of the commerce of the country to an insufferable degree.

Coming Legislation.—There have been several measures introduced into the Congress of the type, and in the main, identical with those before the 61st and 62nd Congresses. It is improbable that anything will be done with them in the near future. Due attention will of necessity be given them by the grain bodies of the country. In view of the Baltimore platform definitely promising the majority party to curb "gambling in farm products by organized exchanges and others," efforts to make the promise good may be expected. The evident ignorance of the writer of the plank, shown by his use of the words "by organized exchanges," indicates that he has yet to learn that exchanges do not either gamble in farm products or do any business whatever themselves.

Secretary's Report.

Sec'y Pickell read his report, from which we take the following:

We have received the resignations of the Detroit Board of Trade and the St. Joseph Board of Trade since our last annual meeting. The Toledo Produce Exchange requests that its representation in the Council be reduced to one voting member, thus making its annual dues \$100, instead of \$200, as formerly.

Following the January meeting, President Merrill devoted much time to securing funds for the Crop Improvement Committee.

The following sums have been paid by Council members as a partial or full payment of funds requested:

St. Louis Merchants Exchange.....	\$2,000
Kansas City Board of Trade.....	750
Minneapolis Chamber of Commerce..	1,000
Milwaukee Chamber of Commerce...	300
Duluth Board of Trade.....	500
Buffalo Corn Exchange.....	200
Baltimore Chamber of Commerce...	200
Omaha Grain Exchange.....	300
St. Louis Business Men's League.....	1,000
Chicago promptly appropriated \$5,000 upon request.	

No response has been received from the New York Produce Exchange and the Toledo Produce Exchange. The Peoria Board of Trade contributed to the Peoria County Farmers' Board and has not made any appropriation to date for Council work.

It should be noted and emphasized that the St. Louis Merchants' Exchange, in addition to appropriating \$2,000, as requested by your officers, was instrumental in securing \$1,000 from the Business Men's League of St. Louis, which has been paid into the Crop Improvement Fund of your organization.

The general expenses of the Council, from Jan. 16 to June 2, have been as follows:

EXPENDITURES.

Secretary's salary	\$ 500.00
Stenographic work	124.00
Traveling expenses	185.62
Office expenses	147.55
Publicity	231.72
Telegraphing	9.58
Total	\$1,198.47

RECEIPTS.

Balance on hand, Jan. 16.....	\$ 74.81
Dues—	
Milwaukee Chamber of Commerce..	200.00
Chicago Board of Trade.....	200.00
Kansas City Board of Trade.....	200.00
Peoria Board of Trade.....	100.00
Baltimore Chamber of Commerce..	200.00
Minneapolis Chamber of Commerce	200.00
Cairo Board of Trade.....	100.00
Omaha Grain Exchange.....	200.00
St. Louis Merchants Exchange.....	200.00
Duluth Board of Trade.....	200.00
Buffalo Corn Exchange.....	200.00
Wichita Board of Trade.....	100.00
New York Produce Exchange.....	200.00
Toledo Produce Exchange.....	100.00
San Francisco Chamber of Com...	100.00
Interest, April 31	41.25
Total	\$2,616.06
	1,198.47

Balance in general fund, June 6..\$1,417.59
Crop Improvement Fund.—The sum of \$7,417.02 had been collected up to June 4th, from various sources, for the Crop Improvement Fund, which in addition to \$5,755.66 on hand January 13, makes a total of \$13,172.68 collected to June 4.

Up to June 2, \$7,254.96 had been expended by the Crop Improvement Com'ite, this leaving a total of \$5,917.72 in the Crop Improvement Fund, as will be shown in detail by your Treasurer's report. In consideration of appropriations which have been made, but are yet unpaid, together with some Council members yet to hear from the unexpected sources which Secretary Ball is perpetually tapping, it is certain that the \$15,000 desired by the com'ite

will be forthcoming without difficulty or undue effort.

At the last meeting a resolution was adopted that offers to buy or sell large quantities of grain or seeds for future delivery with the limitation requiring the buyer or seller to purchase or sell the entire amount offered, is not permissible and is hereby forbidden. All such bids or offers to buy or sell grain or seeds must be open for acceptance by any member in lots of 5,000 bushels or multiples thereof. Your Secretary was instructed to offer the resolution for the basis of rules to be adopted by organization members.

The resolution, covering offers to buy or sell large quantities, did not meet with unanimous approval, the Exchanges reporting as follows:

Cincinnati, cash market. Baltimore, will take no action.—Snyder. Peoria, cash market. Minneapolis, rules conform to resolutions. Chicago, "Unwise to adopt such a rule." Buffalo, cash market. Kansas City, "Not expedient to adopt first resolution." Milwaukee, Committee of Rules instructed to draft an amendment in accordance with resolutions. Toledo, informally agreed to adopt rules covering resolutions if other markets do the same. Duluth, in sympathy with the spirit of the resolutions, but no complaint of such practices. St. Louis, rules covering the resolutions to be voted on April 22. New York, wide difference of opinion; option trading limited; inadvisable to carry matter further. Cairo, cash market. San Francisco, adopted rule in accordance with Magnuson resolutions, unit being 100 tons. Memphis, trade limited—unnecessary. Wichita, no reference to same in by-laws. Omaha, no future trading; rule useless.

Uniform Certificates of Weight and Inspection. None of the Exchanges has approved the suggestion of Mr. Riley that uniform certificates of weighing and inspection should be adopted by them, similar to those now used by the Indianapolis Board of Trade, nor has the proposed color scheme, of "white for the first inspection, light blue for the inbound weight, pink for the out inspection and buff for the outbound weight," met with approval. Each state or Produce Exchange weighing and inspecting grain seems wedded to its own system. So far as a record of the physical condition of the cars and the seal records is concerned, each Exchange has its own system. All report on cars that arrive leaking, as the Chicago Board of Trade, but not all Exchanges report the physical condition of all cars and not all keep a complete seal record. There is no particular objection to making such records that I have been able to discover, provided the country shipper of grain is willing to bear the additional expense of making complete condition and car seal records. A summary of the reports on systems follows:

Seal Records Methods. Baltimore, weighing certificate shows seal record on all cars. Duluth, seal records on request. Minneapolis, seal records filed in daily report in the office of weighmaster and chief deputy inspector. Milwaukee, seal records furnished on request. Cincinnati, seal records and condition of cars furnished when requested. Peoria, seal records and condition of every car furnished by Weighing department. Detroit, seal record shown in all cases. New York, reports the physical condition and seal records of defective cars. Philadelphia, no record of seal conditions. Denver, complete record of physical condition and seal record reported. Omaha, seal record, physical condition, etc., reported on all cars. Cleveland, seal record taken by the railroad. Toledo, all cars reported as to physical condition; no seal record. Memphis, record of seals broken. Cairo, seal record on file in office. Sioux City, seal record and physical condition of all cars. Pittsburgh, records damaged cars and no seal record.

The Federal Inspection of Grain, as proposed by the McCumber Bill, was brought to the attention of the Exchanges, but a majority of those taking any action on the question either remained neutral or favored the bill.

The Pomerene Bill has been endorsed by this Council and repeated communications have been sent to the various legislatures requesting the enactment of the bill, and the organization's members have been requested to bring their influence to bear on the legislatures in favor of the Pomerene Bill. All have promptly responded.

The proposed Cummins Amendment to H. R. 3321, which provides for a tax of ten per centum on the contract price at which any property is sold for future delivery, is deemed by those who are in a position to know, to be the most drastic legislation ever proposed affecting the grain exchanges. It has been vigorously protested against by the exchanges, and es-

pecially by the President of the Council.

The adoption and inauguration of the Parcel Post by the Government inflicted inequality of charges and poor service upon the grain trade, compared to conditions existing under the old system of regular mailing. Protest was made against this service and some relief in certain localities was granted.

Publicity. There is one potential factor which is revealed in our publicity campaign, and that is that the enmity against the grain exchanges is founded upon a false conception of their functions; such misconceptions as exist concerning the exchanges are never deduced from a consideration of facts relative to their operation. We are confronted at all times with magnificent opportunities for educational work, which, if embraced, invariably make us friends.

While we, as proponents of the grain exchanges, understanding and believing in them, do appreciate their economic value, yet it is too much to hope that any of us will ever live to see the light of the day when the people will unanimously favor the speculative distribution of grain; for speculation involves a chance, and people who take chances sometimes lose, and losers complain, and a volume of complaints from a number of losers means antagonistic legislation.

It is ours, therefore, to continue our efforts to promulgate the facts relative to the exchanges, confidently believing that if the precedents of commercial history are true, it is inevitable that Truth will ultimately triumph, and that all which is worthy of perpetuation in the grain exchanges, will permanently prevail.

The report was received and placed on file.

Treas. John W. Snyder read a detailed financial statement corresponding with that read by the Sec'y. The report was received and placed on file.

Pres. Merrill appointed as an Auditing Com'ite C. F. McDonald, F. A. McLellan, and J. L. Messmore.

The motion was carried to print the Pres.'s address and distribute it as widely as possible.

Report of B/L Com'ite.

W. M. Hopkins, Chicago; Mr. England, chairman of the B/L Com'ite, was unable to be here and asked me to make the report of the com'ite. The Pomerene bill introduced in the previous session of Congress specified what the terms and conditions of the B/L shud be. We found that there was opposition on the part of the Interstate Commerce Commission to this bill because the Interstate Commerce Act gives the Commission power to determine the terms and conditions of the B/L.

The new Pomerene bill which is now before the Senate does not deal with the form of the instrument; it deals with the law. It lays down certain principles of law to guide the Interstate Commerce in determining what the terms and conditions of the B/L may be.

It is particularly important that your B/L Com'ite or some other com'ite appear before the Interstate Commerce Commission when it is dealing with this question of terms and conditions of the uniform B/L. The Commission some time ago announced its intention to give a hearing because of various complaints against the present terms; and, inasmuch as the Pomerene bill, if it shud become a law, does not specify the terms and conditions of the B/L it is particularly important that the grain interests be fully represented before the Commission in order that some of the terms which are considered burdensome in the present B/L be eliminated.

The matter of "shippers' load and count" has been much discussed. It always has been the custom, and is today, for grain shippers to deliver their property in bulk. The only receipt they get is for an indefinite quantity of grain. This custom is a most prolific cause of

overcharges and claims because there is no obligation upon the carrier to deliver a specific quantity of grain, not having receipted for a definite quantity. It is surely the obligation of the carrier to deliver the exact quantity of grain it received. The shipper of grain should enjoy the same rights as the shipper of any other property, that is, get a receipt for the exact quantity delivered to the carrier.

If the carrier elects to make the shipper of grain its agent so far as the weighing of the grain is concerned, because it is inconvenient or impracticable for it to weigh the grain itself, then the responsibility for the weights is on the carrier.

H. L. Goemann, Toledo: I move that the B/L Com'ite continue its work and appear in Washington whenever, in its opinion, this is necessary to further the interests of the Pomerene bill. *Carried.*

C. A. Magnuson, Minneapolis: Section 10 of the present Pomerene bill is thoroly objectionable. As it reads now, it makes the carrier liable only to the original shipper. This section should be changed so as to require that the carrier cannot place any terms or conditions on the B/L which limits its liability under the common law. Senator Clapp, chairman of the Senate Com'ite on Interstate and Foreign Commerce, admitted that Section 10 as it is now written should come out.

W. M. Hopkins: There are other changes in the Pomerene bill which we are not altogether agreed are the best that could be made. An analysis of the bill is now under consideration and when this is commenced, the different interests will go over the bill section by section to see if it is what they want. Section 10 will receive the attention of the bankers, the Bar Ass'n, your com'ite, and the Industrial Traffic League.

Report of the Com'ite on Uniform Rules.

H. L. Goemann: The various exchanges have been very dilatory in making replies, and the progress of the Uniform Rules Com'ite has been discouragingly slow. I must ask for more time, and would also like to ask the delegates present to make a special request on their sec'ys that our letters be promptly replied to.

The com'ite was granted an extension of time to complete its work.

Pres. Merrill: The work of the Com'ite on Publicity has been carried on thru Sec'y Pickell. The com'ite has been able to do a great deal of effective work and at this time it is a pleasure to me to give emphatic thanks to the Sec'y for the excellent work he is doing along publicity lines.

Pres. Merrill: Inasmuch as we have time now and Mr. Murray will leave town tonight, we will receive the report of the Crop Improvement Com'ite at this time instead of tomorrow morning.

Report of Crop Improvement Com'ite.

J. C. Murray, Chicago: The work of the Crop Improvement Com'ite has proceeded along so many lines and covers so much detail that it has been impossible for me to keep in touch with everything, and I am leaving to Mr. Ball the task of giving you a detailed report of the com'ite's activities.

The com'ite set out to secure \$12,000 with which to carry out its work. We have to date gotten \$11,000 from ex-

changes and \$1,000 from the St. Louis Merchants' Exchange, giving us ample funds to carry out our present schedule. We have still to hear from two important markets, New York and Toledo.

We have a guarantee from the U. S. Brewers Ass'n to donate a certain percentage of funds collected from other sources. On the present basis this percentage will make their donation \$4,000.

Of the Sears-Roebuck fund \$79,000 has been expended. We have now about 40 counties organized and waiting for funds, and several hundred in process of organization. Sears-Roebuck & Co. has promised to increase its donation to \$1,000,000 if the results prove satisfactory. The first county farm bureau is only two years old and it is impossible to pass judgment as yet, but so far all reports have been highly satisfactory.

The report was received and placed on file.

Adjourned for luncheon.

MONDAY AFTERNOON SESSION.

J. Collin Vincent, Baltimore, read an address on "Co-operation."

C. A. Magnuson, Minneapolis, read a paper entitled "Grain Exchanges and Public Sentiment," from which we take the following:

Grain Exchanges and Public Sentiment.

Preliminary to my remarks on the subject of grain exchanges and public sentiment, I wish to quote from a report made to the Senate of Minnesota by a committee appointed by that body to investigate grain exchanges and other similar lines of business in Minnesota. I quote from Page 5, and file herewith the whole report in printed form, which I trust may be printed in full in the records of the Council. (Mr. Magnuson here quotes from the com'ite report, given in the Journal Mar. 25, pages 444-5 and May 10, page 693.)

Public sentiment in its relation to any question is of very vital importance to that question as a rule; if it crystallizes into the fixed conviction of a majority, it will make or break the thing at issue. It is like snow slides on our Rockies, or a flood on the Ohio—insignificant at first perhaps, brush aside as an insect, not supposed to have a sting, that has the sting in its tail; woe and calamity to the man or men who ignore its final end.

Grain Exchanges are reaching for the highest pinnacle of commercial honor, not only among each other but in their dealings with the public. This being unquestionably true, why should there be any public sentiment against grain exchanges? There is such sentiment now, and has been in the past, even with the numerous clean bills of health for the methods employed, both in this country and in Europe, which acknowledge the efficiency of exchanges by demonstrating the service rendered to be valuable, in that they have reduced the price of commodities to the consumer, and at the same time advanced the price to the producer, of the commodities handled thru them, in that they have also furnished such data that both producer and consumer are fully informed as to the small margin between the producer and consumer (when railroad tariffs are eliminated, which latter consideration is altogether apart and distinct from the province of grain exchanges).

How can the grain exchanges shake away the incubus of the charge of manipulation by its own members? By adopting such rules as will (under those rules) fix disciplinary penalties, that shall appeal to the mind as being of a character to eliminate any practice in any way tending to permit any act that shall even hint at manipulation. Make it as easy for a man whose judgment prompts him to invest five thousand dollars in buying wheat because he thinks it is low, as for him to invest in a corner lot, and as legitimate to do it as to go into the grocery business and stock up on sugar. Grain exchanges should not permit the big investor to overshadow his humbler brother by saying to him, "I will not sell you 5,000 bushels, but you must buy 100,000 if you want to deal with me." Then, too, I believe there are a number of men and unfortunately women also, who

by reading questionable articles and advertisements on grain speculation, not being conversant themselves with speculation or investment, become imbued with the idea that they can get some easy money by guessing the market, and they lose; they cannot afford to lose, and they immediately condemn. They may get the passion of the gambler, and use methods that are unlawful in getting means to win back their losses. Grain exchanges should make rules that would eliminate that faction, making it hard to take "flyers" instead of easy, thus removing the temptation.

Publicity.—In all public discussions of farm products, no differentiation is made between grain handled through the exchanges and other farm products as to price to producer and price to consumer, and it is of vital importance to grain exchanges that the errors caused by that kind of general statement should be overcome by publicity both verbally and in public print, because grain is handled at a maximum margin between producers and consumers of four per cent (except freight) while in other farm products there is from 25 to 100 per cent, which is easily demonstrated by statistics.

Eliminate the would-be speculator, who grins if he wins and thinks it's easy money; who squeals if he loses and hollers "stop thief." He would probably do the same if he bought a farm or a city lot and lost money.

Eliminate branch temptation offices in the small towns, because they make it easy for men who are tempted to speculate to speculate.

Confine the business to men who at least have the right by reason of maturity in the business, to think they know, who can afford to lose if they are wrong, and who are likely to lose their own money only if they lose.

W. J. McCabe, Duluth, spoke on "Closer Relations Between Produce Exchanges, Producers, and Shippers." He said in part:

Educate Producer and Shipper.

The grain exchange is a very important factor in the moving and marketing of the produce of our country. Without it there would be great congestion, and it would be extremely difficult to move the produce. Still we must acknowledge that we are dependent upon the producers for our existence, so the producer comes first. We have lost sight of him in the past and paid so little attention to him that he has grown ignorant of the purpose and operations of a grain exchange and has become antagonistic towards it.

The Minneapolis and Duluth exchanges license the traveling representatives of the companies handling grain in their markets. It was found that scarcely any of those men knew how a car of grain was marketed. They did not know where it was inspected or under what conditions it was sampled. They did not know that the samples were taken to a certain place and scientifically inspected. They did not know that the car was weighed under supervision. They did not know that the grain exchanges do not deal in futures. The men who solicit business for grain houses were found to be totally ignorant of grain exchange methods.

Investigations are mighty expensive and accomplish nothing. What we want to do is to get in closer touch with the shipper and educate him to understand the real utility of the grain exchange.

W. M. Hopkins, Chicago, spoke on "Transportation: Its Relation to the Grain Trade," and said in part:

Transportation: Its Relation to the Grain Trade.

Grain is a commodity peculiarly sensitive to even a slight modification in the rate. It requires a better class of equipment than certain other commodities, it requires more expeditious service; and for all these things it pays a higher rate of transportation than the average carload commodity transported.

The shippers of this country bought more than two billion dollars worth of service from our railroads last year. Of this tremendous sum grain paid its share.

Grain pays the railroad company a higher rate than the average of all other carload commodities, and therefore should be entitled to the most efficient service because, as a matter of fact, service is often more important than the rate.

The limitation of territory from which you can draw supplies to your market, or the territory in which you can distribute

from your market, depends as much upon the service rendered as upon the rates. If the service is poor, necessarily the trade goes to the nearest market and the producer or shipper of grain is limited in his ability to avail himself of the advantages of the different markets and confined substantially to his nearby market; and the grain merchants are in like manner limited in the purchases of grain at those points contiguous to that market, so that quick dispatch is an important element of service in the handling of grain.

Adequate service (and by "adequate service" I mean the continuous movement of cars when loaded), means not only a wider territory for accumulation and distribution of grain but it means an increase in your export business as well. It means the saving of a large amount of money in interest charges upon the investment tied up in grain during its course of transportation.

Car Supply.—In selling two billion dollars worth of freight transportation last year the railroads, as merchants, oversold themselves and could not deliver the goods. They had to back-order the demand for cars and back-order the demand for power to move the cars when loaded; back-order the efficiency of the service until the supply could catch up with the demand. You, as grain merchants, cannot do your business that way. You must deliver what you sell within the time specified in your contract or lose your customers. Not so with the railroads. You are an involuntary purchaser of their wares; you must buy transportation and, unfortunately, take it when they can furnish it, and if it happens that they cannot furnish it when you need it you must wait until it can be furnished.

The matter of car supply is one of the greatest importance to the grain trade—both to the shipper of the grain and the grain merchant at the terminal market. How long is a reasonable time to wait for a car after the order has been placed for it? The railroads tell us they are short of cars; the supply is not equal to the demand and cars will be furnished as soon as possible. But if you have sold grain to be delivered within a specified time you must deliver that grain within the time of your contract or suffer the penalty, and you have no redress against the railroad company which, by failure to deliver cars within a reasonable time, turns an otherwise profitable trade into a loss. In some instances, I know where the shippers did not get a car for thirty days after the orders had been placed.

The question as to what is a reasonable time to wait for a car after your order has been placed ought to be determined by the commission, and if a grain merchant suffers loss in his business by reason of the failure of a carrier to supply a car within such reasonable time as determined he ought to be able to recover for such loss. In other words, it is the duty of a transportation company to furnish a car within a reasonable time and the hazard of not doing so ought not to be put upon the user of the car, but properly belongs to the railroad company.

Equipment.—The Interstate Commerce Commission has said that it is the duty of the railroad company to furnish equipment suitable for the transportation of the property offered. In the case of grain they must furnish a box car in first class condition to transport the grain without loss. This means that the car must be equipped with a grain door, sufficiently tight to hold the grain without loss; for, strange as it may appear, box cars as originally constructed are not suitable for the transportation of grain. This seems more remarkable when you consider that there are more than one million carloads of grain transported annually, which pays the carriers something like \$200,000,000 in revenue. And notwithstanding this enormous volume of business that the railroad companies know is going to be tendered them annually for transportation, and notwithstanding the large sums of money paid for this transportation, the railroad companies do not furnish the equipment in its original construction suitable for the transportation of grain. The consequence is that the construction of a box car has to be completed every time it is tendered for the transportation of a load of grain. In other words, there must be a tight grain door put in the car and it must otherwise be coopered if not in a suitable condition to hold grain. This work of finishing the construction of box cars devolves, in part at least, upon the grain trade.

A car is tendered to a country shipper without a grain door or otherwise not in condition to carry the grain safely; the grain dealer is told that the grain doors will be furnished and he can make his ship-

ment of grain if he will complete the construction of the car by putting in, at his own expense, this grain door and otherwise coopering the car where necessary to make it suitable for the safe transportation of his property.

Loss of Grain in Transit.—There is no loss of grain in transit for which the shipper is responsible from the time the grain is loaded into the car until it is tendered at the terminal market for delivery. When grain is lost in transit the cause is invariably defective equipment. We hear a great deal from the railroads about the liability for loss in the transportation of grain, and representations have been made to the commission that many claims arise from loss in the transportation of grain and, therefore, that the grain rates should be higher than they are. As a matter of fact, there are no losses in the transportation of grain, except those for which the carrier is responsible, and that, as I have stated, is caused mainly by defective equipment.

"Invisible Loss" so called—that is, the loss in the loading of the grain into the car and the unloading of the grain out of the car, is not one which the transportation company is expected to or ought to bear, because that loss is not occasioned by transportation, but the responsibility of the railroad company begins when the car is loaded and terminates only when the transportation service is complete and the grain is tendered for delivery to the consignee. Any loss of property during this course of transportation should be the hazard of the railroad company. We all know the difficulty of establishing a claim for such losses and the difficulty of collecting from the railroad company when such claims are established.

Claims of whatever character—whether for overcharge in rate, weight, loss or damage, arise with too great frequency. The railroad companies are not always as diligent in the settlement of claims as they ought to be; but in any event, there would not appear to be any reason why, if it is found that a railroad has collected a greater sum than it lawfully may under its tariff, or that you have suffered a loss by reason of defective equipment, or for any other transportation reason you have paid more money for your transportation service than you ought to pay, that you should not get interest on this money from the time that it was thus wrongfully paid until it is refunded to you. We believe the grain merchants are suffering a very great loss upon failure to collect interest on hundreds of thousands of dollars outstanding in the hands of railroad companies in the way of claims.

If you advance money to your grain shippers you charge them interest. It would seem to me that if you advance money to a railroad company, in the payment of a greater charge than they are legally entitled to collect, you should have interest on the money thus advanced.

Delays in Transit.—Service is of even greater importance than the rate. The shipper of grain has a right to expect that when the car is loaded it will be transported with reasonable promptness. Yet we find that in many cases it has taken from two weeks to one month to move a car of grain a distance of 150 to 200 miles.

You are paying just as high a charge for this inefficient service as you ought to be required to pay for a prompt and continuous movement. No one can calculate the loss and deterioration in the quality of grain delayed in transit, to say nothing of the loss from declining markets. Yet it is practically impossible to sustain claims against a carrier for losses growing from delays in transit.

Tariffs.—The law governing the publication and posting of tariffs is practically worthless, so far as furnishing the shipping public the necessary information as to published tariff rates is concerned. The railroad company is required to publish and file its tariff with the Interstate Commerce Commission and post the same at its stations, but as a practical matter this does not give the shipping public the information as to the proper rates that it is assumed to have because it is manifestly impossible—especially in larger cities—for one to go to the stations daily to ascertain what changes in tariff rates have been made. The tariffs ought to be supplied to the public; they are as necessary in the conduct of your business as the car in which your grain is loaded, or the track upon which it is transported.

The railroad company should be required to furnish a tariff upon application as they are required to furnish a car upon application.

The Remedy.—I have undertaken to point out some of the transportation difficulties that are common to the grain merchant everywhere. Now, what is the remedy for

these things? We all know that the methods of the railroads in doing business with the public have radically changed since the advent of the amended Interstate Act of 1906. The days of preferential rate making and of service are over. The rates, rules, regulations and practices of common carriers must be uniform and apply to all alike. The difficulties that I have suggested are common to all of the grain merchants. The remedy ought to be equally common.

It seems to me that much can be accomplished by closer co-operation between the grain merchants, including both those located at the terminal markets and those located in the country.

I am inclined to think that something of benefit to the grain interests along transportation lines could be accomplished if this Council had a standing Transportation Committee to co-operate with a similar committee of the Grain Dealers National Association, to the end that we might jointly appeal to the railroads, or, if need be, to the Interstate Commerce Commission, for better rates, rules, regulations, and more efficient service in the transportation of grain.

I think the railroads do not realize the value of the grain business or the necessity for reforms in some of their uneconomic methods from which the grain trade is now suffering. A united grain interest, advocate, be able to accomplish most beneficial results.

E. A. James, Chicago: Inasmuch as the Henderson decision has such a tremendous bearing on the grain trade, I think that Mr. Hopkins could not spend the time of the Council to better advantage than by explaining this case to us.

W. M. Hopkins: In the case of the Henderson Elevator Co. the shipper wanted to be sure what the transportation wud cost. He asked the railroad company's agent what the rate was. He got the rate, which corresponded to what he thot it was, but in order to be certain he took the extra precaution to write to the Illinois Central headquarters at Chicago. They replied that the rate was 10½c, which was what he and the local agent thot the rate was.

After Henderson had contracted to sell the grain on the basis of the 10c rate but before he shipped it, he was notified that an error had been made and that the rate was 13½c. He explained to the railroad that the grain had been sold on the basis of the 10c rate and asked them to protect him. They refused to do so. The case went to court and a verdict was given in favor of the grain merchant. The railroad appealed the case to the Supreme Court and obtained a reversal.

The Supreme Court held that the law was complied with when the tariff was published and filed at Washington. It held that otherwise there wud be an opportunity for collusion between the grain shipper and the railroad company.

The Interstate Commerce Commission refuses to quote rates. The shippers' only remedy is to secure new legislation. Under the Interstate act the railroad wud be liable to a fine of \$250 for quoting a wrong rate. The law must be amended in reference to the filing and posting of tariffs.

H. L. Goemann: A permanent transportation committee cud keep in touch with the transportation departments of the different exchanges and accomplish a great deal of good.

Geo. H. Davis, Kansas City: I think that such a committee wud be a frequent cause of trouble. While we are here, we are all friendly but all markets are fighting every other market, and transportation matters must be handled by each market for itself.

H. L. Goemann: The committee wud handle only national questions, and wud

take no part in local matters. The com'te, for example, wud discuss the uniform B/L law and the question of filing tariffs brot up by the Henderson case.

Geo. H. Davis: Don't you think it wud be better to handle each question by a special com'te? Who wud be judge as to what was national and what local? You have to limit the authority of the com'te.

W. M. Hopkins: May I explain what I had in mind when making that suggestion? Whenever there is a matter of national interest, like the uniform B/L, supply of tariffs, or time you must wait for a car, I think you will agree it wud be better to have the grain trade united.

The National Industrial Traffic League represents 40,000 interests in this country. They have never undertaken to deal with individual markets. They only handle general questions affecting the general business of the country. They have never experienced difficulty in differentiating between local and national questions.

J. W. Snyder, Baltimore: I think it is time that this Council put itself on record before the Interstate Commerce Commission in no mild manner and let them understand that we are not satisfied with the handling of grain by the railroads in this country.

C. F. Macdonald, Duluth: I move that the motion to create a transportation com'te be postponed until tomorrow morning for further consideration.

Pres. Merrill: For several sessions Senator McCumber has introduced federal inspection bills. The friends of federal inspection are fewer than the friends of federal standardization.

The grain trade at the present time is practically a unit on the question of standards that shall be uniform thruout the country. The Agricultural Dept. of the U. S. Government has devoted a great deal of time and money in approaching the solution of the question of standards. Dr. J. W. T. Duvel, Crop Technologist in Charge of Grain Standardization, has consented to talk to us about the standards of corn grades.

Dr. J. W. T. Duvel, Washington, said in part:

Standardization of Corn Grades.

I am here primarily this afternoon to tell you of the progress we have made on corn grades. The trade for some time has been following our work very closely, anticipating the time when we cud announce the establishment of uniform grades. At one of the former meetings we announced that we expected to have these grades ready for handling the 1913 crop. We regret that we will not be able to offer the corn grades until the latter part of July.

The original idea we have modified somewhat in that we now expect to formulate the grades based on the results of our investigations and give these grades to the public with the view of having them criticized and of having the trade make suggestions of where they can be improved or changed to meet commercial conditions. The grades must be made to conform to commercial practices—grades that can be handled satisfactorily by the trade.

We have decided to go ahead and formulate the grades and then if the trade suggests any changes, we will call a general conference at Washington where

we can present our data, showing why we set the various standards.

We expect to make these grades definite so that any country shipper can determine for himself whether he has No. 2 or No. 3 corn, or whatever it may grade, with a reasonable degree of certainty.

There are a few questions in my mind in regard to fixing these grades, and one is in regard to the moisture content for No. 2 corn. There seems to be a difference of opinion among different grain dealers on this point. Now, this depends largely on what the trade wants—whether they want corn that will carry in storage from December, January, and February on to the first of June, or whether they want to store it safely for only a few months.

Dr. Duvel then exhibited two charts showing the variation in moisture content and purity of the various grades of corn for the past five years. The wide differences in the moisture content at various periods emphasizes the great difficulty of fixing a standard which will be satisfactory at all times.

Chas. D. Jones, Nashville, pres. of the Grain Dealers National Ass'n, made a short address on ass'n work.

After an announcement of the supper at the Business Men's Club in the evening, the Council adjourned to Tuesday.

Informal Supper Given by Traffic Men.

The Traffic Branch of the Cincinnati Business Men's Club gave an informal supper to the Grain Exchange delegates. The speaker of the evening was W. M. Hopkins, Mgr. Transportation Dept., Chicago Board of Trade, whose topic was "Transportation and Traffic Burcs." Mr. Hopkins was enthusiastically applauded. The proposed request by the railroads for a 5% increase in freight rates was the subject of considerable discussion, and the traffic men decided to take no action in the matter.

The supper was beyond criticism. A motion to remove coats was unanimously carried, and despite the heat everybody had a very joyous time. The Globe Soap Co. distributed bars of "Pearl" soap, and the Union Grain & Hay Co. gave out dating stamps bearing its name.

TUESDAY MORNING SESSION.

Bert Ball, Sec'y Crop Improvement Com'te, read his report, from which we take the following:

Report of the Crop Improvement Sec'y.

During the past six months the interest in crop improvement has been spreading thruout the grain states like a prairie fire. In every state the work has been materially strengthened. The plan now introduced is comprehensive, broad enough and elastic enough to include the efforts of all those interested in the subject of agricultural and community development, and we have been successful in uniting the agricultural, commercial, industrial, social, educational and transportation interests to co-operate under our plans with the United States Government, the state agricultural extension departments and all others, in establishing farm buros and kindred organizations in many counties in the United States.

It has worried our friends considerably to know how this work is to be placed upon a permanent basis and financed after the first year. We have always replied that when a county had duly qualified and had raised its own quota from individual sources that the work should be financed from taxation by county, state and government

funds. Our prophecy in this regard has come true, and fifteen states have already passed bills in support of this county farm bureau proposition. These states are: Wisconsin, New York, Minnesota, Indiana, Michigan, Missouri, New Jersey, Ohio, Utah, Oregon, Washington, Vermont, Colorado, Montana and Idaho. Bills are also pending in Pennsylvania and Illinois, but with little prospect of success. The states in which we are interested which have passed no county farm bills are North Dakota, South Dakota, Iowa, Nebraska and Kansas. We have been instrumental in framing some of these bills.

The Lever Bill will probably pass at the next session of Congress.

The Wisconsin plan of county orders of the State Experiment Ass'n is generally used as a model, but each state is working it out thru a different plan. However, we are glad to see that each state has now included in its plan a scheme of organization which will put this work upon a county basis altho handled in a somewhat different manner. For instance, while Kansas has its State Leader, it has been doing this development work through its four hundred Institutes, covering every county, which, instead of being a mere annual affair, have regular meetings every month or six weeks, where practical plans are made for carrying on the work of improvement. I don't mean to say that other states do not have their Institutes, but, as a rule, the Institutes in other states are not always active in practicing what they preach. I mentioned in the January meeting the general plans in each of the states in detail, and it will not be necessary to repeat, unless some member is curious to know about the work in the various grain states.

County Farm Buros—At the meeting in January we had 26 county farm buros established, under charge of a paid leader to whom \$1,000 each had been paid from the Sears, Roebuck fund. During the six months this number has been increased to 74.

We have been asked a great many times if the fund is to be discontinued. In answer to this question I wish to state that we have Mr. Loeb in writing, as follows:

"We have told Mr. Ball that after the first 100 counties had each received \$1,000 we would wait a reasonable time so as to determine from the experience of these 100 counties whether or not the project was a success. Therefore, I would not advise your counting on this contribution at the present time unless you could be included in these 100 counties."

We, therefore, are not urging any counties to qualify, except by healthy growth, for we now have some forty counties, which have practically completed their buro and have an agriculturist at work, who are expecting financial aid from us, and we have only 26 checks left, which will be allotted according to the terms of Mr. Loeb's letter, as rapidly as they file their completed papers.

The results obtained in counties which have pursued this plan during the past year cannot be estimated, but we are certain that from letters and reports that we have been constantly receiving that there has not been a single county which has undertaken this work, which would allow it to be discontinued. The community spirit aroused, has in itself, been worth more than its entire cost. I would say that the \$100,000 allotted to these first one hundred counties has caused more than \$500,000 to be subscribed locally in addition to the \$300,000 fund which the government has contributed this year.

Seed Testing.—Our corn campaign this year was even greater than the year before, and when it is considered that seed corn was in much better condition this year than last year, this permanent work is very gratifying. The com'te has supplied "Rag Dolls" in all of the states, and while it is impossible to get the number of tests which have been made we can give you an idea by stating that in a single county there are from 125 to 250 schools, and that where it is undertaken in the county, it is generally carried on by the pupils in all of these schools. We would estimate that 25,000 schools would be a fair count, where corn has been systematically tested, each pupil getting seed from a different farmer and furnishing the farmer with a certificate regarding the germination of his corn.

We have already introduced the testing of small seeds and have gained enough experience to know that the subject is very important. We have made systematic tests in a number of counties and found that, seeds, apparently plump and healthy, often lack vitality, and in some counties tested only 10, 12 and 20 per cent. We are advocating that no seeds be planted which do not show a minimum percentage

of 95 per cent, and, yet, in all of our tests, we have found a few lots of seeds which would test more than that. While a few tests will run 100 per cent, it is just as important to know where they are because we wish to know from where to supply those communities where the germination is low. The test is so simple that any child who can count one hundred seeds can undertake it successfully, and when it is considered that every boy and girl has a farmer partner, this timely information will be of incalculable benefit in every community and just as much where the seed is running good as where the seed is running poor. The acreage of wheat, oats, barley, rye, buckwheat, and other small seeds is more than two hundred million acres. If we can increase the yield one bushel per acre, we shall have performed a great work and the schools tell us, and we have learned it by actual demonstration, that by seed selection alone, we can increase an average yield at least ten bushels and sometimes more. Therefore, we are perfecting arrangements to carry on this work systematically in every county regardless of the work of all the other forces.

To recapitulate the specific work of this com'te it may be divided into three subjects: First, the systematic testing of all seeds. Second, the organization of a county-wide grain breeding association. Third, the merging of these into a farm bureau covering all other agricultural subjects, in charge of a paid county agent. It will be noted that while these three purposes are approached in different ways, eventually they will all merge into the county farm bureau.

The Secretary has traveled about 15,000 miles and has held about 35 meetings, and wishes to state that the business world is thoroughly aroused to the situation and it is a matter of congratulation to the grain trade to realize that it is thru their enterprise that this work has become so widespread and it is gratifying to note that the plans of this com'te have met with such universal favor.

CROP IMPROVEMENT FUND.

Receipts.	
Jan. 16, 1913, balance.....	\$ 5,755.66
Receipts to May 31, 1913.....	7,417.02
	\$13,172.68
Disbursements.	
Secretary Ball's salary.....	\$ 2,083.35
Postage and printing.....	775.63
Salaries and office expenses.....	1,625.87
Traveling expenses.....	658.80
Expense of Field Agent in Minn., C. P. Bull (three months).....	413.04
Prizes on barley, Grain Show at Ames, Iowa.....	100.00
Corn campaign, 1913.....	1,598.27
Total.....	\$ 7,254.96
Balance.....	5,917.72
	\$13,172.68

Miss Florence Yeomans, of the McCullough Seed Co., explained the blotter system of testing small seeds. She had on exhibit a number of specimens to illustrate this method.

H. L. Goemann: I hereby move that a com'te be appointed to be known as the Transportation Com'te, to serve for the balance of the year, which is to take up questions of interest to all exchanges, such as the Henderson case, and transportation matters of general interest and not those affecting individual markets where there is a diversity of interests. The protest of two or more markets members of the Council to prevent action by the com'te. *Carried.*

Albert McCullough, Cincinnati, gave a short talk on the value of germination tests, in which he laid particular emphasis on the impossibility of absolutely guaranteeing germination and pointed out the folly of placing too much confidence in the accuracy of germination tests.

C. A. Brown, Minneapolis: Minneapolis has long felt that the grain trade should be relieved from the provisions of the Pure Food Act, and would like to have the Council take some action towards this end.

C. F. Macdonald, chairman of the Auditing Com'te, reported that the books of the Council were found to be correct. The report was received and approved.

Geo. H. Davis brot up the question of

uniform commissions at the various markets and started a lively discussion.

Pres. Merrill pointed out the fact that to charge a different rate of commission on future deals than on cash deal would only strengthen the public's belief that dealing in futures is merely gambling. Furthermore, Mr. Merrill said that any agreement among the exchanges as to commission rates might be regarded by the government as a violation of the anti-trust law.

Pres. Merrill: A week ago today at the regular weekly meeting of the Board of Directors of the Chicago Board of Trade, a resolution against the Cummins amendment was adopted and copies sent to the secretaries of the various exchanges to take up with their Boards of Directors for similar action and to adopt a similar resolution and send it to Senator Simmonds, of the Finance Com'te, which com'te now has the tariff bill.

L. W. Forbell: In order that such a resolution may be placed upon the records in more substantial and emphatic manner, I suggest that the Pres. write the resolution practically the same as the Chicago resolution. *Carried.*

Adjourned at 12:30 p. m., *sine die.*

In Attendance.

The various exchanges were represented as follows: Chicago Board of Trade, J. C. Murray, S. P. Arnot, J. C. F. Merrill, E. A. James, W. M. Hopkins; St. Louis Merchants' Exchange, J. L. Messmore; Minneapolis Chamber of Commerce, C. A. Brown, C. A. Magnuson; New York Produce Exchange, L. W. Forbell; Kansas City Board of Trade, D. F. Piazzek, Geo. H. Davis; Baltimore Chamber of Commerce, J. W. Snyder, J. C. Vincent; Milwaukee Chamber of Commerce, P. P. Donahue, W. A. Hottensen; Cincinnati Chamber of Commerce, C. E. Nippert; Toledo Produce Exchange, E. H. Culver, H. L. Goemann; Duluth Board of Trade, C. F. Macdonald, W. J. McCabe; Omaha Grain Exchange, E. P. Peck; Buffalo Corn Exchange, F. A. McLellan, Fred E. Pond. Also present were: Dr. J. W. T. Duvel, Crop Technologist, and Emil G. Boerner of the Agri. Dept., Washington, D. C., and Bert Ball, Sec'y Crop Improvement Com'te, Chicago.

JOINT MEETING.

The joint session of the Council of Grain Exchanges, and Ohio and Indiana grain dealers ass'ns was opened at 2:00 p. m., June 18 in the Grand Opera House Hall, Cincinnati, with Pres. Eikenberry of the Ohio Ass'n in the chair.

Rev. G. E. Shieler gave the invocation.

Vice-Mayor Simeon Johnson, in the absence of Mayor Hunt, gave the address of welcome in behalf of the city of Cincinnati.

Hon. Walter A. Draper, Pres. of the Cincinnati Chamber of Commerce, gave an address of welcome in behalf of that organization.

John F. Courcier, Sec'y, Grain Dealers National Ass'n, and J. C. F. Merrill, Pres., Council of Grain Exchanges, responded in behalf of the three ass'ns.

Chas. D. Jones, Pres., Grain Dealers National Ass'n, read a speech on the benefits arising from the grain dealers' organizations.

H. S. Grimes, Portsmouth: This morning at a conference of the legislative com'te and those officers of the National Ass'n who are in Cincinnati, it was decided that we would request the Indiana and Ohio ass'ns and the Council of Grain Exchanges to recommend the passage of the Pomerene bill, S. B. 1654, relating to bills of lading, with the recommendation that a section, No. 48½, be added, reading as follows: "No section or line of this bill shall be construed to eliminate any part of the legal liability of the carrier, or permit a carrier to print or in any way

insert in the printed or written form of a bill of lading under this act any words or meaning which could or might be construed into limiting or eliminating the legal liability of a carrier."

Hon. James E. Watson, Indianapolis, made an interesting speech on the relation between the government and business. He pointed out the folly of trying to cure every evil by legislative enactments; he emphasized the point that the various ass'ns could do far more to bring about reforms by educating its members than Congress could by arbitrary laws. He also showed the importance to business prosperity of conservativeness on the part of the law makers, and the importance to the conservation of our very republic of adhering to the established American institutions.

Judge D. D. Woodmansee, Cincinnati, spoke on the necessity of passing laws to meet changing conditions. He also mentioned that public opinion backing a reform would bring about that reform, and that a law not backed by public opinion was almost impossible to enforce.

Bert Ball, Sec'y Crop Improvement Com'te, Chicago, gave an illustrated lecture on crop improvement work. Because of the lateness of the hour and the heat, Mr. Ball made only a brief talk, after which the joint session adjourned.

Supper at Chester Park.

Tuesday evening the visiting grain men boarded special cars and rode out to Chester Park, where supper was served at the casino. The supper was good, so was the cabaret. The evening was spent in flying thru space on the many rides, sliding down a greased way in "Hilarity Hall," listening to the vaudeville show, and in the countless other diversions of the park.

A sudden shower broke up the outdoor pleasure and all rushed for the casino. Before the evening was over, many of the grain men were as moist without as some were within.

J. Chas. McCullough's Buffet Luncheon.

Immediately after adjournment of the shippers ass'ns on Wednesday the grain men took special cars to J. Chas. McCullough's seed warehouse, where Mr. McCullough was at the door with a welcoming hand. He showed the delegates thru his entire plant and lead them to the second floor where long tables were loaded down with sandwiches, potato salad, ham, cheese, tongue, pretzels, and countless other delicacies. Over in one corner of the room was a bountiful supply of liquid refreshments. After all was over, the supply of charged water was not seriously diminished, still nobody went away thirsty.

Everyone enjoyed the luncheon immensely, and Mr. McCullough was given three rousing cheers.

The Grain Dealers Journal is O. K.—A. M. Olson, agt., Duluth Elevtr. Co., Dwight, N. D.

We appreciate the Grain Dealers Journal very much.—John Caress, mgr. Lemon Mfg. Co.

I keep an exact record of my weights on my Bs/L and even put on the number of drafts that were made in order to fill the car. I want the R. R. to know that I know what I put into my cars. I never have any trouble to collect my claims. John Brown, mgr. Dillwyn Grain & Supply Co., Dillwyn, Kan.

MID-SUMMER MEETING OF THE OHIO GRAIN DEALERS Ass'n.

[Continued from page 951.]

plished with high efficiency and economy.

The importance of any business is inherent in that business. Unworthy business standards degrade the individual; successful men are those who measure up fully to the demands of the business in which they engage. By the elimination of the unfit, the time comes when the average in manhood, in intelligence and in business fitness approaches the standard demanded by the importance and the dignity of any particular business.

So with the grain business of today; while many things are desirable, yet the pioneer days are past; deception and double-dealing are proven not only unpopular but unprofitable, and the great grain product of the state, moves from the producer to the consumer, each transaction involved in the process based on the merit of the product and conducted in accordance with just and equitable rules provided especially for this transaction of grain business.

When the farmer learns thoroly that his grain must sell on its grade and relative commercial worth, when the country grain buyer grades his grain at the elevator door paying for what he receives and receiving that for which he pays; when the country dealer in turn knows what he has and what he loads and then can be made to feel that the grading is conducted honestly and fairly when his grain reaches the receiving market; when these grades are honestly and fairly determined and weighing at the same market is so performed as to be above suspicion; when all these things come to pass, the troubles of the grain trade will have been reduced to a minimum. These things, all of them, are coming, in reality some of them have arrived.

The leading topic of discussion wherever grain men have met in convention during the past year, as well as through the Trade Journals, is the question of inspection. The Bureau of Plant Industry of the Federal Department of Agriculture has promised to have standard grades of corn ready for promulgation in time that they may be used in handling the 1913 crop. The Government will hardly have devoted the expense of both time and money to the determination of these grades and then fail to make them effective when promulgated.

Making them effective, to my mind, amounts to Federal Supervision of the grading of grain and the wise course on the part of both shippers and receivers is to adopt a broad policy of co-operation with the Federal departments in establishing and maintaining a wise system of Federal Supervision of grain inspection. The Grain Dealers National Ass'n has the subject well in hand, and out of the controversy that has raged over the desirability of Federal Inspection or of Federal Supervision of Grain Inspection will be evolved eventually some plan that shall be the product of the highest wisdom of all concerned and shall bring equity and justice to all interests involved.

Weights: Hand in hand with the question of inspection goes that of weighing at receiving markets. Almost without exception, the weighing systems of the different markets have been, at some time under suspicion. Considerable progress has been made toward the establishment of Weighing Bureaus that shall render services that are free from the influence of either shipper or receiver and the last decade has placed the official weighing of grain in almost all our markets on a basis that has gone far to relieve these markets of the odium of false weights. However, shortages that are traceable neither to errors in loading nor loss in transit are entirely too frequent.

By resolution this Ass'n at its Cedar Point convention last year asked the railroads wherever possible to weigh grain not only at point of origin but at destination as well, that a check on weights at both ends might be secured and that shippers should have reliable information as to losses in the transportation of grain.

In this connection I beg to quote from the report of Chairman Baldwin of the Claims Committee of the Illinois Association submitted at the convention in Chicago on the 4th inst.: "This department again begs to recommend that the Board of Directors of this Ass'n, in connection with other State Ass'ns, will endeavor to secure railway supervision of the outturn weights in such markets where there is not adequate supervision by a regular or-

ganized weighing department operating under the board of trade. The earnings of the railroad are predicated upon accurate weights at destination, and their interest in accurate weights is mutual with the shipper. Fortunately, most buyers at such markets are honest and voluntarily give weights that are equal to those of any in the larger markets, and they will be more than ready to accept the supervision suggested, to the end that the weights in all such markets and terminals may be accurate." I recommend the hearty co-operation of the Ohio Ass'n to the end that the results outlined herein may be attained.

Shipping Scales Needed: While discussing the question of weighing I wish to call attention to the almost incredible number of country grain shippers, who either have no facilities for weighing grain when loading it out or whose loading weights are inaccurate or unreliable. No dealer should be without accurate means of determining amount of grain loaded. A shipper who is careless in this respect invites dishonesty. In some instances he actually produces dishonesty and by opportunity which he offers his receiver to falsify weights with impunity, he has pulled his erstwhile honest factor across the line into actual dishonesty. Dishonest men are the exception in any legitimate business and the grain business is eminently legitimate.

However, the dealer who cannot render a reliable and accurate invoice for his shipment is not conducting his business in a legitimate manner, and this very fact not only makes of him the victim of losses that would not otherwise occur, but also does vitiate and should vitiate his claim against transportation companies when losses in transit happen. Railroad companies rarely refuse the payment of claims when accompanied by proper and reliable evidence, but in case of doubt they usually give themselves the benefit of that doubt.

Grain dealers should not prejudice their standing with transportation companies by the presentation of false or even doubtful claims. A false claim, proven false by the railroad company, compromises the standing of all the just claims presented by the same shipper thereafter. Be sure, your sins will find you out, nowhere more quickly and more unerringly than when dealing with a railroad company. A grain shipper's best friend should be his railroad; treat it as if it had a soul and it will reciprocate in more considerate treatment and better service. You are partners in the game and your interests should be identical. The railroads have been baited and abused, made to bear the sins of the community at large and the scapegoat for the social and political evils of the body politic. A discontented man usually blames his best friend for his troubles; so with discontented communities and the railroads have suffered accordingly. It is time to cease this eternal abuse of the railroad companies, to meet them half way in adjusting our differences and to co-operate with them to facilitate and safeguard the handling of the grain traffic.

The greatest dangers to the grain interests of this state and the country at large continue to be those arising from ill-advised and hasty legislation. In common with all other states, Ohio suffers from an excess of legislative regulation of business in general. Cheap legislators, either to satisfy misguided and misinformed constituents or with a desire to create positions for political henchmen foster legislation controlling and regulating not only the essentials, but the minor details of business operations. Expenses are added to the cost of doing business which add nothing in benefits to the general public but which it must bear.

Technical or even intricate knowledge of the operation of a business is not considered requisite to the authorship of legislation affecting that particular business. Business interests need a rest, a time to familiarize themselves with statutes already enacted, a period of freedom from legislative annoyance. The grain trade of Ohio, has, however, not been threatened during the past year with the usual amount of legislation bearing directly on its interests.

With the country at large the situation is almost the reverse as an avalanche of threatened legislation by our national Congress has fallen on the grain trade. Much of this is inimical and menaces the very life of the trade. Our grain exchanges have been made to fight for their very existence and, I firmly believe, that this

Association along with all others should lend to them all the influence at their command to avert the paralysis of the vital operations of the handling and distribution of grain that would follow the enactment of some of the measures proposed. The exchanges are heroically pursuing a campaign of educational publicity. The demand for legislation regulating and controlling the exchanges to the curtailment of their powers and privileges has its origin in prejudice and misconception.

Some evils will be eradicated and the business of the exchanges will be healthier after this agitation is closed, but the trade at large should do its best to prevent a major operation when only a minor operation is demanded.

The distribution of the grain products of the Nation involves so many questions of interstate nature and national importance that it continually becomes more evident that the maintenance of a strong national organization is highly essential to the best interests of the trade. The Grain Dealers National Ass'n has rendered in many instances during the past year, still further evidence of its efficiency within its own organization and its ability to collect, co-ordinate and concentrate on one task the power and influence of affiliated and allied organizations. The performance of the duties devolving on this Ass'n and its members on account of their affiliation with the National is of paramount importance, while members should realize fully the privileges growing out of this relation and should learn to take advantage of them.

Trade Journals: Every dealer in the state should be a subscriber for one or more of the Grain Trade Journals. No investment of the same magnitude will yield so large dividends. The press of the grain trade is owned and edited by a body of men as able and alert as those that serve any other trade in a like capacity, and they desire your active support.

Fire Insurance: I wish to call attention to the trade Fire Insurance Mutuals and the services they are rendering, but want to mention with especial pride the Ohio Grain Dealers Mutual Fire Insurance Ass'n, a real mutual out of which no person nor set of persons make any money excepting the assured. As the organization of this company was the direct result of this state Ass'n I may be pardoned for calling attention to its splendid record and the judgment with which its affairs have been administered.

New Agricultural Com'iss: The Ohio Grain Dealers Ass'n still seeks to co-operate wherever and whenever possible with the various crop improvement agencies of the state. The agricultural activities of the state seem, at last, about to pass under the control of one Department of Agriculture. Economically this is one of the real reforms accomplished by the present state administration and we believe, if submitted to a referendum vote will receive the support of all thinking citizens, who have no political axes to grind and who have a regard for the higher agricultural interests of the state. Duplication of effort that has existed in the past will be eliminated. The task of shaping the new department and of initiating its activities and policies is a heavy one and should be entrusted to strong hands. The interests of the members of this Ass'n lie directly with the improvement of agricultural conditions in Ohio and our policy should be one of friendliest co-operation with the new Agricultural Commission.

The Ohio Grain Dealers Ass'n continues to command the loyalty of a group of high class grain men, both shippers and receivers, and its strength lies in the fact that their attachment to it is not prompted by selfish motives or direct pecuniary rewards, but rather to continue the Ass'n as an instrument for good to the entire trade. It does not belong to any particular branch of the trade but seeks to serve all grain interests of the state. Every reputable dealer is invited to membership and should become a member. Our membership fee is small, the benefits large; the Ass'n might appear more flourishing if it ceased to give so much for so little and demanded from its members a larger fee. Its organization is maintained on the lines of strictest economy.

The salary this Ass'n pays to Secretary McCord for services seems pitifully small in comparison with the real value of his services. His prestige with the trade at large and his long and active interest in grain Ass'n work made these services such as could not be duplicated. Your gratitude is certainly due him; he asks no higher compensation, finding his best reward in the knowledge that his labors in the past have done much to place the grain trade of the State and Nation in a better and stronger position and in the faith that

his labor of the present and the future are to be crowned with even greater results.

As your President since January, 1912, I wish to add here my tribute of appreciation of the unselfish spirit of Sec'y McCord and his devotion to the affairs of this Ass'n giving unstintingly all that it demands of his time and energy.

I take this occasion to express my profound appreciation of the cordial support the members of this Association have accorded its officials in all matters pertaining to the conduct of its affairs during the past year. We trust the Ass'n will continue to combine the practical and the ethical. The determination of the right relations of members of the trade and the inculcation in the minds of the trade of the finer distinctions between conduct that is honorable and conduct that is dishonorable, in short the creation of a code of trade morals, has been and always will be, consciously or unconsciously the highest function of this Association.

Our duties, at times inclined to be burdensome, were at all times pleasant while the tie of friendships formed will continue to bind while life shall last. Trade is an unending struggle, our aim as an Ass'n should be to rid the struggle of its asperities, to place every man in a better light with his neighbor and to make the Golden Rule more practical and less a theory.

Let us as individuals do all the business we can do, securing it honestly, transacting it honestly and investing the profits from the same judiciously, striving to hold the grain business to a standard of dignity that will assure for it a respectable standing among trades and professions and make of it a line of commercial activity which we may not only be proud to have pursued but one to which we may honestly desire our sons to succeed.

H. S. Grimes, Portsmouth: I move that the Pres.'s address be printed and distributed to the members. *Carried.*

Sec'y McCord read his annual report, from which we take the following:

Secretary's Report.

The conditions of the trade during the past year have been fairly satisfactory barring the loss of business incident to the practical failure of the wheat crop of 1912. I believe that our dealers have handled their business with a reasonable profit and so far as we know there have been no strifes or demoralizing conditions attending the business. Competitors have displayed a fair regard for the rights of others and a friendly spirit prevails among all the dealers of the State.

Our Association has gained about twenty new members during the year.

In matters of transportation, there is only one matter of particular interest that has come before the Ass'n, and in which this Ass'n took the initiative, altho when it was brot to the attention of the Grain

Dealers' National Ass'n it was handled jointly by the two associations through Mr. Goemann, Chairman of our Committee on Traffic. I refer to the minimum weights on corn, oats, wheat and rye. Official Classification No. 38, effective March 1, 1912, provides a minimum on wheat 60,000, corn 56,000, rye 56,000, oats 40,000, subject to Note 1 which read as follows:

"On shipments subject to this Note, if the marked capacity of the car is less than the prescribed minimum, the minimum weight will be the marked capacity of the car, but in no case less than 30,000 pounds."

This was reasonably satisfactory; but Supplement No. 3 of Classification No. 38 effective Oct. 12, 1912, eliminated Note 1 entirely, which had the effect to withdraw from the grain trade the use of cars of a marked capacity less than the minimum above prescribed.

At our fall meeting held in Columbus Oct. 25, 1912, a resolution was passed and the matter was put into the hands of Chairman Goemann, who appeared before the Interstate Commerce Commission at Washington and a conference was held between Mr. Goemann, representing the Ohio Grain Dealers Ass'n and the Grain Dealers National representatives of the Official Classification Committee, and Chairman Clark of the Interstate Commerce Commission, with the result that the following Rule known as Note 1 was agreed on and was made effective by Supplement No. 1 to Official Classification No. 39, on Feb. 1, 1913, to-wit:

"In ordering cars for grain the minimum carload weight of which is subject to this note, the shipper must order those cars of weight capacity equal to or in excess of the minimum carload weight prescribed."

"Whenever practicable cars of weight capacity equal to or in excess of the minimum carload weight prescribed will be furnished, and when available they must be used."

"If carrier is unable to furnish a car of weight capacity equal to or in excess of the prescribed minimum carload weight and a car of less weight capacity is available, such smaller capacity car will be furnished and the minimum weight to be charged therefor will be its marked capacity, but in no case less than 40,000 pounds."

The Rule now stands as above. Legislation: During the 80th Session of the General Assembly of Ohio which convened January this year, we were confronted with the introduction of the usual flood of bills which we knew to be adverse to grain and milling interests.

One of the first that demanded our attention was known as House Bill No. 216 to amend Section 6418 of the General Code relative to the weights of farm products and provided penalties for violation. The bill as originally introduced practically prohibited the use of the grain tester known as the brass bucket, also the moisture tester which is used generally in as-

certaining moisture content as a basis for determining values. The original bill, after enumerating the weights of the various kinds of farm products, contained the following provision: "And unless agreed to, by written contract, shall when dealt in by bushel, be bot and sold upon such actual bulk weight, and no other test for weight or moisture shall be used to determine values." You will readily see that this provision, if enacted, would have been disastrous.

In company with Messrs. Fish, Culver and Riddle I appeared several times before the committee having the bill in charge, and by agreement we succeeded in having the above language eliminated and the following substituted:

"Unless otherwise agreed to, all of the above mentioned articles shall when dealt in by the bushel, be bot and sold upon such actual bulk weight, and no test for moisture shall be used to change the standards herein provided."

The committee were inclined to insist upon the retention of the words "by written contract" but by persistent personal effort I was able to get these words eliminated. So this bill as passed is practically harmless.

H. B. No. 435: We also assisted in securing a modification of the Seed Bill, known as House Bill No. 435, which will shortly become a law. As originally introduced, the bill was very objectionable; but when finally put on passage, practically all of the objectionable features were eliminated.

I have furnished Secretary Sandles of the State Board of Agriculture a list of our membership and he has agreed to mail out immediately copies of this law, so that before it becomes effective you will have opportunity to become familiar with its provisions.

House Bill No. 582, an Act to create a Public Utilities Commission of Ohio and supersede the present Public Service Commission, will become a law about Aug. 1st. The original bill would have repealed several provisions of the present railroad law that were of great value to shippers. Partly through our efforts these features of the old law have been retained. We also have reasonable assurance that when the new Commission is appointed, Hon. O. P. Gothlin will be retained in such capacity as to assure us the same courtesy and fair treatment at the hands of the new commission as we have always received from the present commission.

Amended Senate Bill No. 178, creating the Agricultural Commission of Ohio, will probably become a law about Aug. 1st, depending on the result of the effort of the opposition to secure a referendum under the new constitutional amendment. We believe that this commission will be of great value to the agricultural interests of the state.

House Bill No. 393 relates to the sale of feed stuffs.



On the Steps at the Casino, Chester Park, Waiting for Supper.

The original bill was not satisfactory to the millers and feed dealers. Secretary Fish of the State Millers' Ass'n and myself appeared before the Committee and secured modifications in this bill which practically made it harmless so far as it related to the grain and milling interests.

I wish to extend my thanks to every officer of the Ass'n and to the entire membership for the very loyal support and assistance that I have had from them in the prosecution of the work during the year just completed.

The Sec'y's report was received and placed on file. It was moved that his report also be printed and mailed to the members along with the Pres.'s address.

Sec'y McCord read his report as Treas., which was approved by the Auditing Com'te. It follows:

Treasurer's Report.

1912 Receipts.

June 18, balance on hand from previous year	\$ 71.12
Received 153 3/4 affiliation dues at \$3.00 per year	459.75
78 regular dues at \$5.00	390.00
2 Regular Membership fees at \$5.00	10.00
Surplus from Boys' Corn Growing Contest	8.00
Rebate from Boys' Corn Growing Contest	16.00
Excess from expenses Neil House luncheon	.75

Total receipts including last year's balance\$955.62

Disbursements.

Stenographer & Clerical Work	\$195.00
Secretary on Salary account	200.00
Office rent	60.00
Postage	55.00
Printing, stationery & supplies	35.99
Badges	10.50
Affiliations to Grain Dealers Nat'l Association	218.25
Telephone tolls, Telegrams & Expressage	3.98
Traveling expenses of Secretary to Cedar Point, Chicago and Cincinnati	42.76
Traveling expenses O. T. Carson, Cedar Point	10.00
Traveling expenses E. C. Eikenberry, Prst., Cedar Point, Chicago and Columbus	31.75
Expenses E. C. Eikenberry, Pres't. Postage and Stenographic Work	7.50
Expenses Cedar Point Meeting	1.50
Contribution to State Corn Show	10.00

Total Disbursed\$882.23

Balance cash on hand June 16, 1913	\$ 72.39
In office	\$32.45
In National Bank of Commerce	17.91
In Union National Bank	23.03
	\$73.39

There are about 80 affiliation dues in arrears due from the Middle Ohio Ass'n for 1912, which will be paid at an early date.

Auditing Comite approved above report.

E. H. Culver, Toledo: The new Ohio seed law becomes effective July 1. This law requires state inspection and analysis of all seeds and places an inspection fee of 2c a bu. for such inspection.

The law also requires that any person who recleans seeds for a compensation must destroy or grind in the presence of a witness all screenings which contain noxious weed seeds.

This is a mighty important matter to all of you who handle seeds. Sec'y McCord and I figured out that this bill will cost the seedsmen from \$2,000,000 to \$3,000,000 a year.

If you sell any seed that does not carry the government stamp you will be liable to a fine of from \$25 to \$200. You are also compelled to give the government inspectors free access to all seed in your warehouse, and to let them take all the samples they want.

The only safe way to handle this proposition is to require the farmer to

get a government analysis before you buy the seed.

An animated discussion of various features of the seed law followed. The dealers were particularly interested in the requirement that the refuse from seed cleaning must be destroyed or ground. Mr. Culver emphasized the point that this provision only applied where the seed is cleaned for a compensation.

Sec'y McCord ended the discussion by announcing that a copy of the law would be mailed by the State Commissioner of Agriculture to each member of the Ass'n as soon as a supply was printed.

Sec'y McCord read the report of the Com'te on Arbitration, which follows:

REPORT OF COMMITTEE ON ARBITRATION.

Your Committee has had only one case before it during the past year, namely, the case of A. Felty vs. A. Tanner & Son.

This case came on for hearing Oct. 30, 1912. It appearing to the Committee that the evidence submitted was indefinite and incomplete, a recess was taken in order to enable the parties to the action to submit additional evidence, or agree upon settlement out of court. No further evidence was submitted by the parties, and by agreement the case was withdrawn from the consideration of the Committee, and the Committee understanding that the parties had agreed upon settlement, entered a dismissal of the case.

The Bill of Lading Com'te had no report to make. The Claim Buro did no work during the year.

Sec'y McCord, in the absence of H. W. Robinson, read the report of the Com'te on Memorials, giving a biographical sketch of three deceased members of the Ass'n, Daniel McAllister, Columbus; John W. Jones, Marion, and Henry Payne, Camden; and expressing the esteem in which they were held by the members of the Ass'n.

T. E. Wells: I offer a resolution that H. S. Grimes be recommended to Governor Cox as a member of the new Board of Agriculture. *Carried.*

H. S. Grimes, chairman of the Resolutions Com'te, presented resolutions of thanks to President Eikenberry and Sec'y McCord for their efficient services, to the Grain & Hay Exchange of the Cincinnati Chamber of Commerce, and to Frank Collins, J. W. Van Leunen and H. M. Brouse for splendid entertainment.

A resolution requesting the Pittsburgh Grain & Hay Exchange to change its rule 21 so as to insure Western shippers who sell grain "Pittsburgh terms," getting Pittsburgh weights was also adopted. The same resolution was recommended by the Resolutions Com'te of the Indianapolis Ass'n.

The following resolution against the Cummins tax on futures was also adopted:

AGAINST 10 PER CENT TAX ON FUTURES.

Whereas, There was introduced into the Senate of the United States by Hon. Albert B. Cummins, on May 1, 1913, a notice of his intention to offer an amendment to the income tax provision of the tariff measure commonly known as the Underwood Bill, passed by the House of Representatives on May 8, 1913, and by the Senate referred to its Committee on Finance, the provisions of which amendment, in part, are to levy a tax of ten per centum under certain conditions enumerated therein, on all sales of soil products and cured meats; and

Whereas, It is firmly believed that the effect of such tax on such sales would operate to destroy a large and important commerce in the commodities therein described, as now and for many years past carried on throughout the country, both for future delivery and for immediate shipment to consumers:

Resolved, By the Ohio Grain Dealers Ass'n, that the Com'te on Finance of the Senate be requested to make a thoro inquiry into the manner in which the commerce of the country is carried on, in these commodities "on, in and in connection with" the exchanges, both for present and for future delivery to the end that it may ascertain definitely and reliably the extent to which the proposed measure would destroy and embarrass a large and important business and cause great loss to those now engaged in receiving from the producers these commodities, storing them until required for consumption and distributing them throughout this and foreign countries; and, be it further

Resolved, That to recommend to the Senate by said Com'te on Finance the enactment of the proposed amendment without inquiring into the great injury it would inflict upon the established commerce of the United States in these products would be a grave mistake, and the said Ohio Grain Dealers Ass'n, confident that inquiry by the com'te into the facts will convince it fully that great injury and loss to all interests now engaged in this handling, storing and distributing of these products must certainly accrue, if the proposed amendment should become law, earnestly protest against any action being taken by the com'te without first acquainting itself in a comprehensive manner with the way in which this business is now carried on; and, be it further

Resolved, That the Sec'y be directed to send a copy of these resolutions to Hon. F. M. Simmonds, chairman of the Senate Finance Committee.

Sec'y McCord: I believe that the resolution against Pittsburgh shud have been considered separately and some member of that Exchange invited to enlighten us on the subject.

H. S. Grimes: That resolution was adopted by the Indiana Ass'n and it seems to me it is a proper resolution to be adopted by all ass'ns. The shipper to Pittsburgh is entitled to Pittsburgh weights. It is not fair to ask him to accept weights taken at some small country station where the facilities for weighing may or may not be good.

L. W. Dewey, Blanchester, read the report of the Nominations Com'te, which was unanimously adopted and the following officers elected:

Pres., E. C. Eikenberry, Camden; Vice-Pres., Earl C. Baer, Hicksville; Sec'y-Treas., J. W. McCord, Columbus. Governing Board: H. S. Heffner, Circleville; H. S. Grimes, Portsmouth, and S. L. Rice, Metamora.

Adjourned *sine die*.

Ohio dealers at Cincinnati included, S. J. Aungst, Lebanon; H. O. Barnt, R. F. D. Delphos; R. P. Barrett, Wilmington; E. C. Bear, Hicksville; F. J. Bennett, Circleville; J. I. Blose, Urbana; J. G. Boggs, Circleville; A. E. Brubaker, Farmersville; J. W. Channel, Melvin; J. S. Copelan, Dresden; S. B. Craig, Blanchester; E. M. Crowe, Piqua; E. T. Custerbender, Sidney, O.; O. P. Davis, College Corner; J. S. Dewey, Blanchester; L. W. Dewey, Blanchester; E. M. Dull, Celina; W. A. Dull, Willshire.

C. M. Eikenberry, Camden; E. C. Eikenberry, Camden; G. R. Forrester, Swanton; J. R. Fritchie, Oak Harbor; W. E. Gest, Defiance; R. B. Gilmore, Morrow; H. S. Grimes, Portsmouth; C. E. Groce, Circleville.

J. Hauss, Wapakoneta; H. S. & W. F. Heffner, Circleville; A. F. Herr, Groveport; T. D. Hood, Hicksville; H. W. Howard, R. F. D. Sharonville; J. Lewis, St. Paris; W. E. Lewis, Sabina; C. H. & G. F. Little, Dresden; A. G. McDill, Oxford; E. C. Marshall, Dixon; J. C. Minnich, Trotwood; Robt. F. McAllister, Columbus.

E. J. Norton, Greenfield; E. L. Odenweller, Ottoville; C. W. Pontius, Lewisburg; P. S. Potts, Camden; H. E. Rapp, Sabina; S. L. Rice, Metamora; J. Rowe, Verona; O. T. Rozelle, Troy.

F. & W. E. Schlientz, Eldorado; K. B. Seeds, Circleville; M. A. Silver, West Jefferson; G. E. Stephenson, Rosewood; E. Strittmatter, Portsmouth; S. B. Swope, Amanda.

W. R. Tabbert, Rocky Bridge; E. O. Teegardin, Duvall; G. P. Teegardin, Ashville; C. Vlerborne, New Holland; L. R. Watts, London; J. E. Wells, Sidney; P. D. Werts, Verona.

NEW PRES. INDIANAPOLIS Board.

Bert A. Boyd, who can put a silver dollar thru a hole no bigger than a quarter, pull a dollar from your collar or an egg from a watch, and whose other accomplishments in the field of legerdemain have delighted grain dealers at many conventions, has been elected pres. of the Indianapolis Board of Trade, a prosperous organization which numbers the lead-



Bert A. Boyd of Indianapolis, Ind., President Board of Trade.

ing merchants of the town in its membership and includes the grain dealers of the city.

To look at Bert's youthful countenance no one would suspect that his connection with the grain trade began as far back as 28 years ago, when he became office boy for Fred P. Rush. Mr. Boyd continued with Mr. Rush's successors, F. M. Murphy & Co., until Oct., 1912, when he engaged in the grain commission business on his own account. He has always worked for the best interests of the Indianapolis market and the shippers who patronized it.

We could not get along without the Grain Dealers Journal. We always look forward to its coming.—S. Frey, mgr., Farmers Elvtr. Co., Sylvan Grove, Kan.

THE CUMMINS amendment to the income tax provisions of the Underwood tariff bill, placing a tax of 10% on all future sales, was killed June 23 by the Senate Finance Com'te. Senator Cummins desired to place this tax for the purpose of ending all deals in futures, as he seemed to believe that by so doing he had hit upon a panacea for the high cost of living.

MIDSUMMER MEETING OF INDIANA GRAIN DEALERS Ass'n.

[Continued from page 951.]

Legislative Matters: Legislative matters both Federal and State have required a great deal of attention, particularly the last State Legislature, in which was pending some measures that would have been very hurtful to the Grain Trade had they become laws. If the Ass'n has accomplished nothing else through its organization, than what it has accomplished in legislative matters, it would commend itself to the trade.

One of the things of general interest to the Ass'n has been its effort in Congress, to bring about the establishment of a Uniform Bill of Lading, that would mean something to the shipping public. Much progress has been made and the committee of this Ass'n has been foremost in the ranks of those who have had to do with developing this sentiment in Congress.

The Enforcement of the Pure Food Law: This Association was active in the movement that resulted in a gathering at Washington, D. C., of the Grain Trade, to protest against the enforcement of the Pure Food Law, according to the theories of the Department as enunciated by Dr. Wiley.

It is not ancient history, but it is proper to say that no better work has been accomplished than was accomplished at that time in the interest of the grain trade and also to the grain carriers of the country, and our Ass'n was one of the foremost in all the country, in bringing about this result.

In the State Legislature, during the last session, many bills were pending that would have been very detrimental to the grain trade, a few of which follow.

The Bill providing for the qualification of steam engineers for stationary boilers. This measure has been before the Legislature for many sessions. The Ass'n has assumed the burden of resisting it, and so far has succeeded in preventing its enactment into law. Should it become a law it would practically close every elevator in the state that operates with steam power. Without they employ technical engineers, provided for in the examination submitted by the Commission, that was sought to be created.

One Bill, known as the Anti-Trust Bill, that singled out the Grain Dealers, Millers and Coal Dealers, who were already amenable to the general laws of the State, was defeated. Not upon the theory that the Grain Dealers were opposed to trust regulations, but since they were already included in the laws on that subject, they did not feel it was just in being singled out as special targets for legislation, separate from other lines of business.

A measure that provided for a lien on grain, in favor of the operators of threshing machine outfits, this would have been a statutory secret lien, against which the trade would have been unable to protect itself. This also was defeated, through the direct efforts of our Association.

There were many other measures that were more or less a menace to the grain trade, that were resisted and most of them defeated. We aided in legislation that resulted in providing for a State Fire Marshal, whose duties are defined by the law. This Department will be of great benefit to the honest insurers of the State.

We also aided in the enactment of a law, known as the Vocational Educational Law, which provided for the teaching of agriculture in the common schools of the land.

This will be especially beneficial to the grain trade, since it should develop such interest in agriculture as to increase the efficiency of farming, and hence increase production.

Finances: During the latter part of the administration preceding ours, certain Ass'n matters developed in the State, for which neither the preceding administration nor the Ass'n were at all responsible in any way, that required the expenditure of considerable money in excess of the regular income. The Ass'n in the place of asking its members to make a special donation, borrowed \$600 and issued its notes therefor.

This loan has been paid in full with interest, and the Ass'n is in splendid condition in every respect, financially it does not owe a dollar and has an amount in the treasury that will be reported by the Treasurer.

Membership: The membership will be reported by the Secretary. In order that the Ass'n might be better equipped for emergencies, as well as to meet increasing expenditures, that seems to be the lot of all business, as well as Ass'ns, it was

found necessary to increase the dues, which occurred at our last annual meeting.

The committee that recommended the increase was in doubt about the effect it would have on the members, but I am glad to say that there has not been a single member dropped out on that account.

The great trouble in Ass'n has been to keep the membership up to what it should be. But few new members have been added by the members of the Ass'n. I should like to urge upon members for the ensuing year, to make special effort to assist the officers in increasing membership, as it should be double what it is at the present time. It would certainly be a great benefit to the grain trade, if all would contribute their reasonable and proper share to the success of the Ass'n not only in money, but their co-operation in all matters of Ass'n work. We want the Ass'n to move forward, meeting and solving problems, correcting irregularities, and combating evil; our prosperity and future growth depends upon our determination to establish and maintain standards of the highest moral integrity, as well as those of a material value.

Sec'y C. B. Riley read his annual report from which we take the following:

Secretary's Report.

At our Mid-Winter Meeting we suggested, in our report, "That the year just closed, did not bring to the Grain Dealers of Indiana, the profit and contentment that was their due."

This same statement is appropriate at this time, as the first six months of this year, has not materially changed the general condition, tho it is our opinion many dealers have succeeded in making a little more money or less losses than during the latter half of 1912.

Many causes can be assigned for the failure to realize the profit the dealers anticipated, but none are so potent as the fact, that they are prone to buy on too narrow margins, and to take most any kind of grain at the price for standard grades. So long as this practice obtains, elevator property will be less profitable than it should be, especially when we consider that the business is a precarious one from many points of view.

We are subject to the necessities and caprice of the Carriers for the necessary equipment to move our purchases to market. We are compelled to incur the expense of keeping our markets open every day in the year to care for small as well as large offerings of grain. We are compelled to do a competitive business, that many producers and others think can be successfully conducted by any man, with or without experience, and in many instances, without such financial strength as is required in other lines. We are compelled to rely upon the acts of Providence in giving our customers rain in season for growing crops, and for favorable weather for harvesting them, and many who have seen their bank accounts shrink, when they should have been augmented by increased deposits, are prone to complain and say that their good citizenship justifies better treatment; so we have the usual and ordinary disappointments of life as our portion, in excess of many others engaged in other fields of human endeavor.

Since our last meeting, the General Assembly has come and gone. It brot many matters for our consideration, requiring the constant attention of your Secretary and others, as more than a dozen measures were submitted, that directly or indirectly affected the Grain Trade of Indiana. Most of the measures that were inimical to the trade were defeated, while some of more or less value were enacted into law.

Your Secretary made full report in circular form, during April, so it is unnecessary to review the subject, however, I may be permitted to say, that one of the most important measures, was the one providing for a Public Service Commission, with jurisdiction over the Elevators, Mills, Warehouses, etc., that do a storage business for their customers, with or without compensation.

Under the provisions of this law, the Commission has issued its order requiring those who wish to continue the business of storing grain, etc., to file schedules of rates, rules, regulations, etc., on or before July 1st, and such as fail so to qualify will be prohibited from storing grain without violating the law, for which there are heavy penalties.

We have canvassed the trade thoroly and find but few Grain Dealers or Millers who will qualify under this law, so we may look forward to being relieved from an old and unprofitable custom, that has been the cause of much disturbance to the trade generally, and the actual destruction of profitable business in many communities that have indulged in the practice most heinous.

One other law that is now effective, our Association favored, and to some extent assisted in its enactment, which we think of great value to the honest property interests of the State; that is the one providing for the Fire Marshall Department of our State government.

This Department is now just getting into shape to perform its duties, and we feel sure it will be of great value to insurers generally, and a terror to the "Firebug," that has been so destructive in the application of the torch, pursuant to contract with dishonest owners and otherwise.

Many changes in the ownership and management of elevator properties have been made during the past year, and a few new ones built, but the already overcrowded field does not offer much inducement to practical grain men, who may desire to avail themselves of profitable investments.

Transportation: During the past year the grain trade on some lines of road, has suffered for want of adequate car equipment. Many complaints have been made to the Railroad Commission and one or more hearings had on the subject, resulting in a little better service for those who complained.

The situation is not entirely hopeful for rapid movement of grain, tho with some reduction in the movement of other tonnage a better supply of cars will be available.

Your Secretary attended a conference, with other shipping interests, and the Carriers recently, upon the question of an increase of 5% in freight rates, to apply to all classes of tonnage. We joined others in the statement that while we believed the grain was already bearing its full share of the burden, and we would doubtless resist any effort to levy new burdens upon that traffic, except if the proposed increase should be levied on all classes of freight and the proceeds thereof expended for better equipment, under the general supervision of the Interstate Commerce Commission, we should then not be inclined to resist such proposed advance. All this is on the theory, that if there is a necessity for more revenue with which to provide more and better equipment and the proposed increase would accomplish that purpose, we would be the direct beneficiaries of such effort since our business is so greatly dependent upon transportation.

A decision of the U. S. Supreme Court sustains paragraph 3, of Section 3 of the Uniform Bill of Lading, which provides that claims for shortage, damage, etc., must be filed inside of four months or they cease to be legal claims. This provision of the Bill of Lading has formerly been held unreasonable and void, by the lower Courts, but now that the Supreme Court sustains it, shippers should see that their claims are filed, within four months from the date of payment of the freight.

Scale Inspection Department: As President Ashbaugh had advised you, we have no active Scale Inspection Department at this time, tho that feature of association work has become very popular in other States, and deservedly so, as the Scales are of utmost importance to the grain man, and to know they are accurate is to feel secure in your business transactions. However, the patronage given the department was insufficient to support it with a competent man in charge. If the Board desires the Department re-established, the members should understand it will require their united patronage to maintain it.

In the early history of the Claims Department, some shippers unearthed old claims that had been rejected by Carriers, and asked us to file them, which we did, succeeding in the collection of many, tho of course a less per cent than of the claims filed by us for the first time.

I think it should now be the policy of the Department to accept nothing in the way of claims that have previously been filed by claimant with the Carrier and rejected, without the claim has been rejected upon a wrong theory, or new evidence has been discovered. There is much hard and difficult work connected with this department, and members that avail themselves of it, should realize the fact, and not withhold their patronage until they have nothing but rejected and doubtful claims to handle, in fact, the Department is being so overworked, that it will be necessary either to have additional help or reduce the number of claims handled to the ones not already rejected, since such claims usually entail much more work in perfecting the record

and the evidence, than do other claims.

While discussing this claim question, it might be well to again urge Shippers and Receivers to scrutinize their settlement papers, to the end that the Shipper may receive all the papers he is entitled to; such as Certificate of Weights; Certificates of Inspection; Certificates of Car Condition, including the Name, or Initial and Number of each Seal, when first examined at destination.

Claims Department: Since the creation of this Department, we have filed 307 claims, and had 178 of them paid, with 96 still under investigation and 33 rejected. The detailed report as to roads, etc., is as follows:

Statement and Status of Claims Since Department was Started.

Railroads.	Filed.	Paid.	Under investi.	Cancelled.	Shortage in wt.
C. C. C. & St. L.	165	69	34	13	108
C. I.	3	..	3	..	3
G. R. & I.	2	1	1	..	2
C. I. & S.	25	10	11	4	24
T. St. L. & W.	4	1	3	..	3
C. I. & L.	54	32	19	3	50
P. C. C. & St. L.	25	14	10	1	21
L. E. & W.	18	11	7	..	15
C. H. & D.	11	7	2	2	11
Vandah	23	9	6	8	21
C. C. & L.-C. & O.	2	2	2
Ill. Cent.	24	24	24
Total	307	178	96	33	284

Filed for miscellaneous causes, including loss in weight, 11; not including loss in weight, 12; total, 307.

Since Carriers settle claims for shortages, to practically three causes, viz., Transfer in Transit; Leaks in Transit or at Destination, and Defective Seal Record, it is all important for each shipper to insist upon having the necessary certificates with settlement papers to determine whether or not the claims possess any of these infirmities, and it is only right and proper for the Receiving Markets and the Receivers to furnish this evidence, to be transmitted with the settlement papers in every instance, without waiting for shipper's request.

I am pleased to say that most of the Markets of the Country have inaugurated this practice and now furnish complete reports as to Seals and Physical Condition, tho a few, very respectable markets do not, while others make and preserve a record, which is available upon request.

The Grain Dealers Nat'l Ass'n, at its Norfolk Convention, adopted a resolution recommending this practice, urging each member to put it into effect, so we shall hope that all markets and receivers will soon realize their responsibility and duty to the trade and furnish the necessary certificates with each set of settlement papers, without waiting for a request from the shipper.

I have reports and correspondence from most of the markets, East of the Mississippi River, as to their practices, and the same are available to our members upon request. I have not that it necessary to make more specific reference to the practices of the individual markets in this report, as some that do not now furnish the evidence desired, have the matter under consideration, with a view to determining what they shall do, and I hope all will, in the very near future, accomplish the things desired.

Uniform Weight Certificate: We again urge our shippers to adopt the Uniform Weight Certificate, recommended by our Ass'n, and published in our last Directory, also that all the information called for on the Certificate be furnished, as it is frequently all important that the Receiver have such information, in order to protect both your interest and his interest.

We sometimes wonder how so much grain business is successfully negotiated and settled when all are seemingly so indifferent toward the most ordinary rules of business procedure.

STATUS OF MEMBERSHIP.

Reported June 14, 1912: Shippers, 234; receivers, 74; asso. members, 9; total membership June 14, 1912, 317.

New members added: Shippers, 28; receivers, 13; total, 41.

Loss of members by withdrawal, selling out, etc., while in good standing: Shippers, 26; receivers, 8; total, 34; member dropped for refusal to arbitrate, 1; members dropped account delinquent dues: shippers, 8; receivers, 9; total dropped, 44.

Delinquent current dues, 13.

Total June 14, 1913, 314.

We find our membership has not increased during the past year, in fact we have sustained a net loss of 3, with a few delinquent members yet to hear from.

The past year has not been one of great financial profit to the trade generally, and we feel the slight loss in membership is not a serious menace to the Ass'n. It is also a fact that less than half a dozen applications for membership have been secured by the members of the Ass'n, and practically all of the 41 new members received, have come direct to the office, or through the efforts of the Secretary, so we urge upon the membership to help in this work, that the next year's report may show a substantial increase.

It would seem that as the years go by a greater necessity for commercial and trade organizations develop, and especially is this true with the Grain Trade, so let us urge the membership to assist in building up this, their organization, that has maintained an enviable position among the reputable trade organizations of this State, for more than twelve years.

Arbitration of trade differences is an important feature with all Ass'ns of this character. It is proper to say that our members have not used the Arbitration Committee a single time during the past year, tho during that time, one member asked for arbitration with another member, which the latter refused and was dropped from the rolls of membership, because of such refusal, which should always bar him from membership. Another member asked for arbitration with a party that formerly maintained a membership, but not at the time the request was made. This defendant refused to arbitrate and a record was made to that effect, which should preclude the acceptance of an application for membership, should same ever be tendered. Another member has demanded arbitration of a member in good standing, and so far the latter has failed to comply with the request, but further negotiations are contemplated, which should either result in the differences being arbitrated, or the application of the rules providing for expulsion or discipline.

Financial Condition and Report: We are pleased to report a better financial condition of the Ass'n than has obtained for many years. The following is the report in detail:

FINANCIAL REPORT OF SECRETARY. RECEIPTS.

Cash on hand June 14, 1912: Legislative fund, \$404.43; dues, etc., \$461.29	
Dues	\$ 865.72
Dues additional stations	3,552.00
Directories sold	614.00
Exchange on drafts	47.65
Legislative fund	1.35
Scale inspection	20.00
Freight claims	133.70
Program advertising	388.44
Advertising in directory	40.00
	640.90

Total \$6,303.76

DISBURSEMENTS.

Chas. B. Riley, Sec'y: Bal. salary year 1912, \$350.00; salary 7-1-12 to 6-15-13, \$1,916.67 inc. total...	\$2,266.67
Chas. B. Riley, traveling expense...	381.50
Nell Phillips, stenographer, salary to 6-14-13 inc.	636.00
Refund on advertising	4.40
1/2 program money, less 1/2 printing bill to John Nicholson, Sec'y of Millers Ass'n	16.93
Freight claims	181.85
Printing directories 1,200-4 inserts and supplements	226.00
Printing miscellaneous	83.05
Postage	233.95
Office expense: Furnishings and library, \$71.30; rent from 6-1-12 to 7-1-13, \$373.75; supplies, \$151.54, conv., \$25, \$176.54	621.59
Legislative expense account	121.62
Account advanced dues, etc. (6 notes, \$100 and int. each)	645.90
Board of managers traveling expense	23.60
Grain Dealers Nat. Ass'n, dues from 7-1-12 to 1-1-13	105.00
Grain Dealers Nat. Ass'n, part payment dues from 1-1-13 to 7-1-13	100.00

Total \$5,648.06

Cash on hand June 14, 1913, 655.70

\$6,303.76

RECAPITULATION.

Balance legislative fund in hand	\$ 302.81
Balance general fund in hand	352.89
Total cash on hand June 14, 1913	\$ 655.70
Freight claim receipts	\$ 388.44
Freight claim disbursements	181.85

Total net balance \$ 206.59

I wish to thank the Officers, Committees, and Members, for the universal courtesy manifested on all occasions, and bespeak for the new administration the same splendid treatment and support in the many fields of Ass'n work, that has been accorded us during the past year.

I also wish to thank the Grain Trade Papers for their universal co-operation in all efforts to promote the interests of the Association and the association spirit generally, all of which assists materially in the development and maintenance of a proper spirit of co-operation and fair dealing that brings a large measure of contentment, as well as profit to those that are progressive enough to keep abreast of the times.

E. K. Shepperd of the Com'te on Nominations recommended that the present officers be continued in office until the winter meeting and that the by-laws be changed so as to provide for the election of the officers annually at the winter meeting. Carried.

Treasurer B. A. Boyd presented his annual report from which we take the following:

TREASURER'S REPORT.

Cash on hand June 14th, 1912.....\$ 865.72
Receipts during year..... 5,438.04

Total\$6,303.76

DISBURSEMENTS.

Warrants Nos. 1436 to 1669 inclusive, issued June 15th, 1912, to June 13th, 1913..... 5,648.06

Balance on hand.....\$ 655.70
Treasurer's bank book balance, June 13th, 1912.....\$ 849.27
Less seven vouchers aggregating \$193.57; which have not yet been presented to bank for payment.
Leaving actual cash balance after payment of above vouchers.....\$ 655.70

The Auditing Com'te was instructed to audit the books and report to the Board of Managers.

C. D. Jones, Pres. of the National Ass'n, addressed the meeting on needed improvements in trade conditions and the duty of the dealer to his trade ass'n. He pointed out the necessity of the trade carefully considering the corn grade rules to be given out by the Agri. Dept. the last of July.

Sec'y Riley explained the necessity of grain dealers who desire to store grain to comply strictly with the requirements of the law or expect trouble.

L. W. Forbell of New York tried to tell how hot it was.

A. E. Reynolds of the Resolution Com'te presented the following resolutions which were adopted:

ENDORSE POMERENE BILL.

Resolved, that we most heartily endorse and urge an early enactment of Senate Bill No. 1654 known as the Pomerene Bill of Lading, but that we recommend for careful consideration the addition of a section to be known as No. 48½ to read as follows:

"No section or line of this bill shall be construed to eliminate any part of the legal liability of the carrier, or permit a carrier to print or in any way insert in the printed or written form of a bill of lading under this act any words or meaning which could or might be construed into limiting or eliminating the legal liability of a carrier."

AMEND INTERSTATE COMMERCE LAW

Bill S 667 proposes to incorporate in Section 20 of the Act to Regulate Commerce the following words:

"and no contract, receipts, rule, or regulation shall exempt any railway corporation, engaged in transporting persons or property by railway, from the liability of a common carrier or carrier of passengers which would exist, had no contract, receipt, rule or regulation been made or entered into."

THANKS TO CHAMBER OF COMMERCE.

RESOLVED, That we extend our sincere thanks to the Chamber of Commerce for the invitation extended this Ass'n to meet in Cincinnati and for the privilege of meeting with the Council of Grain Exchanges and our neighbors, the Ohio Grain Dealers. Be it further

RESOLVED, That we are grateful to the officials of the Chamber of Commerce for the efforts made to make this meeting one of the most successful ever held by this

Association and for the most enjoyable entertainment provided for both the gentlemen and ladies in attendance. Be it further

RESOLVED, That we appreciate the personal attention we have received from the members of the Cincinnati Grain Trade who have spared no sacrifice to make this meeting both profitable and enjoyable.

A resolution opposing Mr. Cummins proposed 10% tax on future trades was also adopted.

Mr. Reynolds moved the adoption of the following resolution requesting the Grain & Hay Exchange of Pittsburgh to change its rules:

CHANGE IN PITTSBURGH RULES.

WHEREAS, it has come to our attention that the Hay and Grain Exchange of Pittsburgh, Penn., has in force rule No. 21 reading as follows:

"In all sales of grain or other merchandise not weighed in the city, it shall be understood that if the purchaser forwards the same to a responsible dealer or consumer outside of the city, the seller will accept the weights at place of delivery, when accompanied by the sworn certificate of the receiver."

AND WHEREAS the understanding of the Grain trade of the country is and always has been that where sales of grain were made under TERMS of any given market that the weights of that immediate market were to obtain.

And WHEREAS the rule above quoted in our opinion is unfair to the shipper and is likely to result in loss on account of weighing being done by irresponsible parties, or on account of inadequate facilities at small country stations, now be it

RESOLVED that the Indiana Grain Dealers Ass'n in Convention assembled disapproves rule No. 21 of the Pittsburgh Hay and Grain Exchange and requests that it be abolished, and that in lieu thereof the said Pittsburgh Hay and Grain Exchange adopt the rule which provides that the word "TERMS" shall mean that the weights and grades of a shipment shall be determined in the market agreed upon at the time of trade.

J. A. A. Geidel: That rule has been on our books since the Exchange was organized in 1882 and it seems peculiar that no complaint has been made against it before. It is used principally on ear corn shipped to mines. We have no way of transferring and weighing ear corn in Pittsburgh, so much depend upon the scales at the mines. They have as good scales as money can buy. I doubt if you understand the conditions surrounding the trade of our city, I think your Sec'y cud come to our market and adjust this matter to the satisfaction of all considered.

E. E. Elliott: The rule applies to all grain. If it applied to ear corn only few of our shippers wud object to it.

Sec'y Riley moved that the resolution be received, approved and referred to the Directors of the National Ass'n for their consideration and action. Carried.

Adjourned to get warm.

Indiana dealers at Cincinnati included, C. A. Ashpaugh, Frankfort; J. C. Batchelor, Sharpsville; A. E. Betts, Forest; D. M. Blackmore, Greensburg; C. W. Cook, Zionsville.

E. E. Elliott, Muncie; J. C. Fairhurst, Plainville; W. B. Foresman, Lafayette; A. Gardner, Cottage Grove; H. E. Garrison, North Grove; J. W. Gordon, Summitville.

C. Haywood, New Richmond; J. S. Hazelrigg, Cambridge City; F. G. Heinmiller, Lafayette; F. Hunt, New Richmond; E. Hutchinson, Arlington; J. Howell, Cammack, R. F. D. Muncie; W. H. Isenhour, Fountainstown; T. E. Kaough, Arcola; F. Kelly, Lafayette; E. W. Korty, Lafayette; W. E. Hollingsworth, Williamsburgh.

H. A. Lawson, Shelbyville; G. S. Leakey, New Lisbon; E. A. Lewis, Cottage Grove; E. A. Luginbill, Berne; D. C. Moore, Waynetown; T. Morrisson, Kokomo; J. H. Morrow, Wabash; L. McFadden, Walton; W. O. Neuenschwander, Berne; J. F. Nolte, Aurora; C. S. Patten, Morristown.

H. W. Reimann, Shelbyville; A. E. Reynolds, Crawfordville; J. W. Sale, Bluffton; H. B. Seward, Galveston; J. H. Shine, New Albany; T. O. Stanley, Lyons Station; E. M. Truman, Crawfordville; L. Urmston, Tipton; W. D. Wilhelm, Tipton.

CINCINNATI NOTES.

Boston was represented by J. F. Hammers.

St. Louis was represented by R. F. Deibel.

Philadelphia's only representative, W. M. Richardson.

Baltimore's delegation included H. E. Wack and O. M. Gibson.

It was so hot Monday that even the electric fan went on a strike.

Kentucky sent J. H. Dorsel of Newport and A. Zaring of Richmond.

One Michigan man, D. M. Cash, of McLane, Swift & Co., Battle Creek.

From New York City were L. W. Forbell, of L. W. Forbell & Co., and J. H. Bowne.

Cleveland was represented by F. W. Blazy; F. C. Cain, mgr. of E. J. Bailey's grain dept., and H. M. Strauss.

Chief Inspectors E. H. Culver of Toledo and S. A. Holder of Indianapolis were in alone but not lonesome.

Toledo's delegation included E. L. Southworth of Southworth & Co.; A. Guitteau, C. Knox, and F. Mayer.

Insurance men were C. O. Garver, repte. the Grain Dealers Mutual and C. O. Peters, repte. the Millers Nat'l Ins. Co.

H. W. Howard, of R. F. D. Sharonville, O., brot some pleasing stalks of Harvest King Wheat just out of the field.

Bert Boyd was congratulated by his friends on his recent election to the presidency of the Indianapolis Board of Trade.

Speakers who have to compete with the rumbling trucks on the streets cannot long hold an audience even tho good talkers and full of their subjects.

Chicago's delegation included J. M. Adam, repte. Rosenbaum Brothers; W. M. Hirschy; A. T. Palmer, repte. G. S. Mann; L. M. Smith, and R. J. Sullivan.

Buffalo's delegation included H. T. Burns of the Burns Grain Co.; L. S. Churchill, of the Churchill Grain & Seed Co.; E. E. McConnell, and J. J. Rammacher.

Cincinnati receivers were kept on the jump looking after the pleasure of their visitors. The trading floor of the Exchange was crowded with strangers every morning.

The visit to the beautiful trading room of the Grain and Hay Exchange in the new quarters of the Chamber of Commerce made all the visiting receivers wish to join.

The water at the Traffic supper was especially good, and a great many bottles of it were drunk. First time in history that grain exchange men have been known to dissipate—on mineral water.

E. C. Baer, vice-pres., presided during the last part of the session as Pres. Eikenberry was obliged to leave early to catch a train. Earl is Mayor of his town so knows how to keep the bumptious seated.

J. L. Messmore, Pres., St. Louis Merchants Exchange, came to Cincinnati after a two weeks' vacation on the Pine River, near Cadillac, Mich. He caught 279 trout, and still he claims to be an amateur.

Indianapolis delegation included E. W. Bassett of the Bassett Grn. Co.; B. A. Boyd; J. T. Gehring; W. H. Hayward of the Mutual Grn. Co.; C. Jackson; C. H. McEwan; W. J. Mercer; E. K. Shepperd and F. A. Witt.

Pittsburgh's delegation included F. L. Davis of Herb Bros. & Martin; J. A. A. Geidel of D. G. Stewart & Geidel; J. A. McCaffrey of Daniel McCaffrey's Sons Co. and R. A. Sheets, reptg. R. S. McCague.

W. B. Foresman came across the country in his trusty auto bringing with him E. W. Korty of the Lafayette office and E. M. Truman of the Crawfordsville office of Cable-Reynolds-Taylor Grain Co.

Railroad men were numerous, G. C. Cormany, M. H. Hardy, C. A. Rouse and W. R. Sibley, rept'g the Erie; A. J. Anzer of L. & N.; C. R. Dassell and G. Wehrung of Interstate Despatch; D. P. Guthrie of So. Ry., J. J. McCarty of A. B. & A. R. R., and A. E. Quere of the Empire.

Visiting ladies who enjoyed the sight-seeing tour about the city in the handsome observation cars included Mesdames J. M. Adam, Chicago; E. C. Baer, Hicksville, O.; A. E. Betts, Forest, Ind.; B. D. Heck, Sidney, O.; F. Hunt and C. Haywood, New Richmond, Ind.; F. Kelly, Lafayette, Ind.; J. W. McCord, Columbus, O., and Miss Mary Shaw, Sidney, O.

Machinery and supply houses representatives in attendance: G. H. Baxter rept'g Richardson Scale Co.; A. S. Garman, rept'g Huntley Mfg. Co.; B. D. Heck, mgr. Philip Smith Mfg. Co.; P. G. Hunker and H. N. Retter rept'g Kennedy Car-Liners; W. S. Smith rept'g The Avery Scale Co.; F. J. Temple, Treas. of the Union Iron Works, and C. H. Sterling of the Invincible Grain Cleaner Co.

Pencils were distributed by H. M. Strauss & Co., Richardson Scale Co., and Union Iron Works. The Seed Trade Reporting Buro gave out celluloid-bound notebooks, and the Philip Smith Mfg. Co. handed out leather-bound notebooks with replaceable pads. Southworth & Co. distributed fancy match boxes, and Bert Boyd made a distinct hit with his "Parisienne novelty." Kennedy Car-Liner & Bag Co. distributed advertising literature.

LYALLPUR, India, will soon have a grain elevator costing \$65,000, to be erected by the Punjab Government. Exporters of wheat at Karachi, India, were bitterly opposed to the elevator.

Grain Dealers at Wichita

June 11, 12

The Annual Mid-Summer Convention of grain men from Kansas and neighboring states was held at Wichita June 11-12. The Wichita Board of Trade was the host of the occasion and proved itself to be a good entertainer and provider, that is the report of every visiting grain man.

The meeting was held on the Exchange floor, so grain men had little excuse to get away. The markets were being posted in plain sight.

W. R. Watson, Pres. Wichita Board of Trade, called the meeting to order and introduced W. J. Babb, Mayor of Wichita, who in welcoming the dealers, said,

ADDRESS OF WELCOME.

Gathered here from the Middle West are live active men of the Grain Trade. You, our visitors do honor us by your presence which we greatly appreciate. We meet in a city, placed like a gem in the green sward of the greatest stretch of winter wheat fields in these United States. About us is the largest expanse of plain and valley to produce the staff of life and the real greatness of its production is yet to come. Wichita is destined to become one of the greatest grain markets of our country.

The Wichita Board of Trade as an organization engaged in promoting this trade recognizes that it needs and must have the confidence, support and co-operation of the grain men and millers of this rich and beautiful region. Hence its members are especially glad to have their visitors present and want each one of you to feel at home and help to make a great success of this convention, to be followed by greater successes in the future.

Pres. Watson: The Wichita Board of Trade has a right to exist by reason of the good work it is doing in the promotion of fair dealing with all men.

One of the large things to be considered at the present time is the Underwood tariff bill. I believe that it should be changed so as to meet the views of the producer. Free trade in grain will work a hardship on the farmer.

A prominent judge once said to me "If you would make just laws, talk to the people; law is merely public opinion." I believe too many people at Washington are trying to make our laws without trying to find out what the people want.

The job of farming is indeed a speculation; the farmer has losses from hog cholera, drought and excessive moisture. Instead of hindering the farmer, help him. If you want to liquidate land values and make a lot of comparatively well fixed people poor, pass the Underwood tariff bill.

G. W. Lawrence Sec'y of The Farmers Grain Dealers Ass'n in responding to these two addresses said in part that he was glad to be present. That it was hard to mention all the good things that had been done by the Wichita Board of Trade and yet there were some things that could be improved.

Prof. L. A. Fitz of the Kansas Agricultural College in addressing the meeting on "Some Wheat Problems" said. The two great things before us are "The raising of more bushels per acre" and "The raising of a better quality." Wheat to be of good quality must have good milling qualities and produce nutritive saleable flour. To do these things the co-operation of the farmer, the miller and the baker is needed.

The grain man here comes in for his share of the blame for poor flour. The grain man should see that poor wheat and good wheat are kept separate. He should see that only the very best wheat is planted.

He should further impress the farmer that he will not get as much for his poor wheat as will some other farmer who has good wheat. This may be a difficult task, but nevertheless this is the only fair way of buying grain. You must give the careful farmer a reward for the care he exercises.

F. D. Coburn Sec'y Kansas State Board of Agriculture made the closing address on "Some crimes of Pessimism" which proved to be one of the interesting papers of the day.

Some Crimes of Pessimism.

It has been the misfortune of Kansas from the beginning to have in her population a not large, but always active element whose one means of publicity and emergence from obscurity was the invention and dissemination of some tale of woe, describing what impends or will happen



Some of the Dealers at the Wichita Meeting, June 11-12, 1913.

next week whereby dire poverty will stare us in the face and the state be in danger of depopulation. Probably no other commonwealth has ever been afflicted to the same extent with pests of this type, some of them too, officially or otherwise on the payroll of the people and the God-favored commonwealth they scandalize.

Were it not for this Kansas would today have twice the present number of prosperous people, twice her number of improved farms and twice the number of happy homes. Had it not been thus thousands of people who sought change, untold millions of capital seeking investment and thousands of families lured by speculators to the Canadian Northwest, the desolate, arid stretches of sand, mesquite and cactus in Texas, the barrens and alligator aquariums of Florida, and the mighty outpouring of foreign emigration to the pampas of Argentine would have been impelled toward Kansas.

It is not what the uninformed, our envious competitors, or the "experts" of speculative interests hired to deride our prospects may say, that kills, but the succession of calamity tales in one form or another advertised by our own people. It is the idle gossip and gabble, the exaggerated statements of alleged alarming discoveries and conditions that put a deadly blight on the community and the commonwealth, and make some region remote seem preferable.

In face of the prodigious crops raised, marvels of the world, there has never been one of them matured, no matter how great, that between seed-time and harvest was not the victim of repeated assaults and attempts at assassination by talking, writing, printing and telegraphing exaggerated declarations of deferred rainfall, hot winds, frosts, hail, chinch bugs, green bugs, hesian flies, army worms and grasshoppers.

Altho we have seemed confronted throughout the present season, taking the state as a whole, with one of the greatest if not the greatest wheat harvests in our history the same sort of campaign has been and is being waged—wheat being the particular target at this time—tending to fix Kansas in the public mind as continuously the prey of crop failure and a cemetery of buried hopes. Is it not an evil bird that befools its own nest?

As a rule this is by no means done maliciously, but seems from a desire to appear important and very much up-to-date by disseminating supposed news that others do not possess, and perhaps, as is often the case, securing by such means a mention by name in some newspaper. Partly it is the result of unfortunate habit which inclines all of us to deal in questionable gossip, utterly inconsiderate of the harm it may do when repeated, magnified as it is sure to be, and interpreted always as applying to Kansas as a whole, when if at all it may pertain only to a part of some county, a neighborhood, the fields of some one inefficient farmer, or, exist only in the mind of an irresponsible individual so imaginative that he sees double. A mean story told at a county seat in the afternoon by Bill Jones or Assistant Professor Dorkins on a given neighborhood is read at breakfast in the world's newspapers next morning and again KANSAS, not the Jones neighborhood, has been given a blackened eye.

An illustration of how the public is mis-

led and befogged by the roorbaks annually sent broadcast was afforded by our experience in 1901, with a single species of insect—the much-heralded "green-bug" and the wheat crop, in practically the same territory that has had so much damning notoriety within the past thirty days on account of weather conditions. Gossips and scandal mongers made the world believe that Kansas would be breadless, yet in spite of this when our wheat was garnered it outweighed and outmeasured that of any other state in all the land. That green bug scare is remembered around the world, but the story of our having that year 74 million bushels of wheat, worth 57 million dollars, is recalled only by statistes.

Kansas needs no booms, boomers nor booming. No community or section ever had a "boom" that was not in the long run injurious. What she needs is to be fair with herself, having the truth told of her advantages and attractions as a whole and less advertising of temporary adverse conditions that are in the main local and by no means representative of the state. Volunteer purveyors of pessimism, professional discoverers and the Pullman night-riding "experts" have cost the state of Kansas more than all the noxious insects, weather misfortunes and animal diseases with which she is likely to be afflicted in the next fifty years. They invent misfortunes and thrive upon their inventions.

No sane man maintains that ideal conditions prevail everywhere in Kansas all the time. There is no disposition to ignore sometime visitations of insects, nor deny the recurrence of unfavorable seasons, too wet as well as too dry. These or their like are common to every country where man tills the soil or wherever there is seed-time and harvest, but I strenuously insist that Kansas should not be published from within as the self-confessed breeding ground and headquarters for all the ills, entomological and meteorological that beset and minimize agriculture. Further, that to be constantly giving them prominence along with the suggestion that they especially pertain to ours as to no other state, is disloyalty, and unworthy of any citizen who would be a patriot.

The dealers adjourned to meet after dinner and go in a body to the ball game.

Thursday Morning Session.

Thursday morning J. A. Lyons made the opening address on "Why Wichita is a good market," from which we take the following:

WHY WICHITA IS A GOOD Market.

Wichita is located in the best wheat section in Kansas. It has six good railroads that go to the North, South, East and West. The careful handling of shipments to this market will bring good prices for all wheat sold here. The selling of this wheat depends on the better judgment of the men who sell the grain, and this is improving very materially each year. The business and its methods have been greatly improved in the last two years, and some of the best fellows engaged in the grain business anywhere are in business in this market.

With better elevator facilities there is no question but Wichita will be one of the leading grain markets. To build this market you should have improvement in the elevator service, and more even grading of grain. It would cause less friction and more business. We cannot offer a suggestion as to the improving of the grading of grain, but it should be more even and more in line.

As President of the Farmers Elev. Assn. I know there seems to be some ideas of the differences of the State Grain Dealers Ass'n. of which Mr. Smiley is Secy. I wish to state that this is not a fact, and that we are at all times wanting to work in harmony and forward these interests. We feel that the Kansas State Grain Dealers Ass'n. will work in harmony with us and we will at all times use our very best efforts to be in line with it and help the grain trade. The Farmers Assn. were very much in favor of House Bill No. 473 which was introduced by the Agriculture Committee, this bill was heartily endorsed by the Grain Dealers Ass'n and feel that the grain dealers here should give it a good deal of thought.

C. H. Hatton, Vice-Pres. Wichita Business Men's Ass'n, in addressing the meeting, said:

IMPRESSIONS.

It has been said by someone that first impressions are the most lasting. A traveler who beholds a great Cathedral for the first time is struck either by its size, its style of architecture, or perhaps by its great beauty of stone or marble, and ever after in thinking of the edifice that first picture always presents itself when the building is recalled. It is later and closer examination which reveals other striking features and shows perhaps the details and problems with which the architect struggled in the building of so wonderful an edifice.

And so it has been with this great and important business of yours. Recently I have been given an insight into it by the Wichita Board of Trade. And while I have not and may never acquire any great knowledge of its labyrinth of affairs; yet certain things have stood out distinctly and it is of one or two of these first impressions that I am to speak this morning. It is a fact, that possibly the deepest of these impressions, the greatest revelation has come to me upon my understanding of some of the things that the Wichita Board of Trade itself has done. I used to think of the Board of Trade as a place where a group of gamblers gathered to operate under the guise of merchandising grain, and, to a certain extent, this idea might have been founded upon fact, but I know now that there is a misconception prevalent as to the legitimacy of trading in options.

The Wichita Board of Trade is the natural and necessary outgrowth of the vastly increasing crops raised within our state, which require a central market, and this is what has impressed me. Every hour since its conception this organization has been fighting the battles of Kansas, the battles of the farmers, in the effort to relieve the state of the unjust and discriminating freight rates which forced the shippers of Kansas to send their grain to the Missouri River. Then this same grain.



More of the Dealers at the Wichita Meeting, June 11-12, 1913.

mixed with the mongrel grains of other sections, was later in the year hauled right back to the very territory in which it originated, to Texas, or to the Gulf, thus necessitating a double freight charge. It was the Wichita Board of Trade that took up the fight, and today our farmers are sending their grain thru the regular and natural channel—and the excess freight—from three to six cents per hundred—now goes to buy their automobiles, and to send their sons and daughters away to college.

And the Wichita Board of Trade is not content with this good work; but right now, I understand, it has several other cases up before the Interstate Commerce Commission which will be of great pecuniary benefit to every grain producer of Kansas, when won.

Wichita is building up into a great grain center. This is being done, as it can only be done, with your help. There are four factors entering into the making of a great grain market: First, proximity to the fields; second, railroads; third, banking facilities; fourth, adequate storage accommodations. Wichita is ideally located in the very center of the Turkey wheat belt, in the heart of the greatest agricultural country in the world. Six railroads enter our doors, which with many branches radiate in fifteen directions—and we have prospects for more in the future. But with these three great factors the thing which has impressed me most, is the fact that we have not before provided adequate storage accommodations. Wichita is the short haul market for the grain dealers of the Southwest, therefore there is every desire that facilities should be provided here that all shipments can be unloaded in Wichita so that settlements can be made on Wichita weights and prompt returns made to the shipper; so that cars can be released promptly permitting their immediate return to the country for reloading. With adequate storage facilities Wichita will become a broad steady market for Southwestern grain.

E. J. Smiley, Sec'y Kansas Grain Dealers Ass'n, in speaking on the "Benefits of Organization," said, in order to bring this matter fairly before you it is necessary to tell you of conditions prior to 1896 when there was no Ass'n for the protection of the shippers' interest. In that year it became so self-evident that shippers were being robbed at the terminal markets that they organized and started a weight bureau in Kansas City, Mo. They kept this up for two years, when the Kansas City Board of Trade took the burden off the shippers. It was then possible to ship a car without having it short in weight to the amount of 100 bushels as was sometimes the case.

An effort has been made to pass a Compulsory state inspection law in the State of Kansas. We have fought this thing from start to finish.

If the Kansas State Inspection rules are strictly enforced I doubt if there is any No. 2 wheat in the state of Kansas.

I can only suggest to you that if you do not want Kansas state inspection that you put on your Bills of Lading "Inspection not desired."

We expect a fight along the same line every two years so long as the Kansas Insp. Dept. stays in politics.

D. S. Warwick, Pres. Millers Grain Co., endorsed Mr. Smiley's address and said that if he had a ten-year-old boy who could not have more regulation about him than the Kansas State Insp. Dept., he would send him to the feeble-minded asylum.

F. C. Macgley, A. G. F. A., Santa Fe R. R., was not able to be present, but sent a paper on "Railway Weights," which Sec'y Sherman read.

RAILWAY WEIGHTS.

The subject should I think be modified to cover exactly the problem which grain shippers, receivers, Boards of Trade and Railroads have before them, namely, actual weights on grain, whether they be ascertained at the point of loading, in transit, or at point of unloading, and whether by shippers, receivers, elevators, mills, Boards of Trade, Grain Exchanges, Railroads or others, also whether the weighing is performed on wagon scales, small elevator hopper scales, automatic grain weighing machines or track scales. We cannot very well deal with any one phase of the problem without involving each of the others.

The shipper who weighs his grain as loaded in freight cars, does so as an ordinary business precaution to determine just what he is loading and shipping. The carrier that weighs grain on its railroad track scales, does so for the purpose of safeguarding its freight charges. The receiver or terminal weighing department weighing grain, does so usually with a view of determining the basis of trading for the value of the commodity, and incidentally where such weight is satisfactorily safeguarded, the carrier, in the interests of uniformity, is willing to base collection of its freight charges thereon.

Every shipper or receiver of grain should have a pride in the accuracy of his weight and where he has provided himself with a suitable scale, tested at proper intervals by competent scale expert, and safe equipment for delivery of the grain between the scale and the car it should be practicable for him to determine the correct weights loaded or unloaded, and having done so, he should furnish the carriers local agent with certificate covering such loading or unloading, the same to show the scale, the car initial and number, the weight and date of each draft, total weight and name of weigher. It is suggested that the shipper place a tag upon the grain doors, both sides, showing the car initial and number, date of loading, kind of scale, number of drafts, and total weight loaded in the car. This would be of great assistance to terminal weighmasters and consignees in the event of discrepancy.

The grain weighing law of the State of Minnesota contains a provision of this character and where a shipper fails to furnish

this simple evidence of his good faith, the official weight wherever taken is considered prima facie evidence of the quantity of grain loaded in car. Seemingly, the grain trade should formulate rules for the government of members and their weighers respecting scales, their operation, tests and maintenance and the facilities between scales and cars looking to the prevention of loss or wastage of grain between scale and car.

Briefly stated, the problem that is before us may be summarized as follows:

- (1) Adequate weighing facilities, properly installed, tested and maintained.
- (2) Careful, intelligent, honest operation of such scales.
- (3) A system of weighing, recording and certifying weights, insuring accuracy.
- (4) Safe equipment to insure against loss or avoidable wastage between scale and car.
- (5) Suitable record of the known elements which may contribute to a material difference in the weight, for example, excessive dirt, high moisture content, grain heating, etc.
- (6) Adequate inspection of each car by a representative of the carrier and by the shipper, before such car is loaded with bulk grain (carriers inspection to be made either at point of loading or other more convenient point, prior to the cars arrival at loading station).
- (7) A card of memorandum to show when, where and by whom each car was inspected. Suggest memorandum to be lifted by the shipper and attached to forwarding agent's copy of shipping instruction, this establishing the record.
- (8) The safe cooping of the load in the car by the proper application of temporary grain door boards and any necessary patches of burlap or tough fiber paper.
- (9) The attachment of a shipping tag to the grain door on both sides of the car. Same to show car initial, car number, date of loading, number of drafts, total weight loaded, kind of scales.
- (10) The proper loading of each car so as to prevent possible loss of grain by spilling over temporary grain door protection or out of end windows also the proper placing of grain door boards and the protection of any creases between boards, or between door posts and boards with burlap or tough fiber paper to prevent possible leakage.
- (11) The closing of latches and sealing of car doors as soon as loading is completed.
- (12) Thorough inspection of each car by shipper as he finishes the loading and seals same.
- (13) Safe handling of the loaded car from the point of shipment to the point of destination, or a record and report of any accident or bad order befalling same and resulting in the leakage of grain from car.
- (14) Intelligent and honest inspection of the loaded cars on arrival at terminal markets and the elimination of incompetent or dishonest inspection by either railroad or terminal inspection departments. Investigation has proven conclusively that the hammer testing of cars is unreliable and misleading.
- (15) Co-operation between terminal weighing department, carriers, and shippers and receivers of grain along the following lines: (a) Prompt report and elimination of scales, weighing, or defective equipment between car and scales. (b)



Still More of the Dealers at the Wichita Meeting, June 11-12, 1913.



All Sessions of Wichita Meeting were held on Trading Floor of the Board of Trade.

Prompt confirmation and report of inadequate cooping. (c) Trustworthy evidence and report of the leakage of grain from cars. (d) The issuance of a certificate by shipper or consignee who weighs his grain with a view of matching issues with other weights and official weights obtained on the last shipment. (e) Last and most important. Means of dealing effectively with failures in any of the respects above mentioned.

Judge A. E. Helm, Commerce Counsel of the Public Utilities Commission, gave an able discussion of "Kansas Grain Rates" from which we take the following:

The interesting thing we discover is that the Kansas freight rates are so much higher than other states; for instance note the following comparison of freight rates per cwt. in Kansas, Iowa and Illinois, on wheat:

Distance.	Kansas.	Illinois.	Iowa.
25 miles.....	5	4.9	5.3
50 miles.....	7	6.1	6.3
100 miles.....	9	8	8.1
150 miles.....	12	9.2	9.5
200 miles.....	12.75	10.4	10.8
250 miles.....	13.25	11.2	12.2

The average price for the last five years ending Jan. 1, 1913, on wheat in Kansas has been 89 cents; in Illinois 95; Texas 98; Ia. 96; Neb. 85 and in Okla. 92. The difference in price paid is made up in part by the difference in freight rates.

We are fighting all the time to do away with discrimination and we assure you that the R. R.'s fight gamely. We are trying hard now to get a proportional freight rate for Wichita and I have every reason to believe that we will win.

D. S. Warwick suggested that a resolution stating "It is the sense of this meeting that the Kansas State Ins. Dept. is unjust and injurious in its operation with reference to the Wichita market and that it endorse the efforts now being put forth to establish as soon as possible a Board of Trade Inspection Dept. and that the Attorney General be asked not to interfere in any manner with the carrying out of plans which were for the benefit of the Agricultural interests.

It was promptly moved and seconded that the resolution be adopted. Mr. Smiley asked for the floor but as time was getting short and cries of "question" were loud and persistent Mr. Smiley did not get to speak.

At this juncture Mr. Henry Lassen, Pres. Kansas Milling Co., got the floor and said, We millers had a little meeting yesterday and decided that we would not accept Wichita Board of Trade grades. In fact we will accept nothing but Kansas State Inspection. I consider Mr. Smiley to be the biggest enemy to the grain trade that Kansas ever had and I suggest that he be fired and that a new man be gotten to take his place at the head of the Kansas State Grain Dealers Ass'n.

Mr. Smiley: Since Mr. Lassen has seen fit to make this a personal matter I will state that it was he who appeared before the legislative committee and argued in favor of compulsory state inspection. I dare say he will not deny it.

Mr. Lassen: Yes, that is correct.

Mr. Smiley: I am here to say to you gentlemen that I am doing my best for your interests all the time. I know that there is practically no No. 2 wheat in Kansas if the State Inspection rules are followed and I am not in favor of having our grain inspected that way. [Cheers and loud applause]

The meeting then adjourned for a "Dip up the Arkansas" in the afternoon.

Convention Notes.

Denver was represented by J. L. Barr.

L. G. Hayes of Hebron, was the only Nebraska dealer present.

Texas sent Frank Hill, Wichita Falls, and F. Shaw, Galveston.

Oscar K. Lyle, Crop Expert, was feeling the pulse of the grain trade.

The meeting was the largest in the history of Kansas grain dealer assemblies.

David V. Horner of Olney, Ill., was the sole representative from Southern Illinois.

Only one machinery man was discovered, F. E. Dorsey, reptg. Eureka Grain Cleaners.

Kansas prospects went up 100% after visiting grain men saw how wet "Dry Wichita" was.

The Wichita Base Ball team was beaten in a Double Header contest with Lincoln on the afternoon of June 11.

C. A. McCotter, Indianapolis, and F. S. Rexford, Kansas City, of the Grain Dealers Mutual Fire Ins. Co., did the honors for the Insurance men.

Sec. Sherman of The Board of Trade was the Bureau of Information and the nicest man in Wichita. He handed out the tickets for all the entertainments.

Railroad men were there in numbers. Among them being: Roy L. Brown, C. R. I. & P.; L. W. Fuller, Erie R. R.; L. G. Griffin, Union Line; J. H. Gregory, C. B. & O.; W. M. McGowan, Nickel Plate; W. R. Martin, Anchor Line; Joseph P. McDonough, M. & O.; C. J. Fraley, N. C. & St. L.; W. E. Barrett, Vandalia; L. W. Putnam, Terminal R. R.; T. F. Scruby, Mo. Pac., and A. O. Van Dorn, M. O. & G. R. R.

Kansas City sent a big delegation, some of whom were: Cort Addison, Frank Barrett, Frank Bruce, D. L. Croysdale, T. L. Cockle, H. C. Draver, J. R. DeWulf, A. M. Dudley, F. L. Ferguson, Wallace Goffe and W. C. Van Horn, Goffe & Carkner, W. J. Geiger, Fred B. Godfrey, L. C. Hodkins, C. McNulty, Wm. Murphy, Charles Neal, S. J. Owens, W. E. Royster, R. G. Shaw, H. H. Taylor, W. M. Sloan, and R. Y. Smith, and Stephen H. Miller.

SOUVENIRS were plentiful: Miller Grain Co. handed out celluloid souvenir to be put on the telephone. Wm. Murphy handed out match safes. Ed Kelley paper clips and flags. McCullough Grain Co. safety lead pencils. W. T. Hacker, Fritz Strong and Croysdale Grain Co. lead pencils. W. W. Simmons with Ernest Davis Grain Co. was busy passing out cards asking his friends to push a dollar thru the hole without breaking the card. Williamson Grain Co. paper weights. Logan Bros. Grain Co. views of the Kansas wheat yield. Wagner Grain Co. pencils. Roehen-Cary Grain Co., dating stamp. Morley Bros. Haden & Plott, a scratch pad.

Oklahoma dealers were well represented by J. S. Barclay, Tonkawa; J. L. Blanchard, Byron; O. W. Cox, Woodward; G. M. Cassity, Tonkawa; C. P. Clifton, Moreland; B. E. Dennis, Oklahoma City; R. S. Deake, Cherokee, Okla.; Geo. Ingram, Salt Fork; O. R. Elliott, Tonkawa; W. J. Cameron, Capron; J. W. Gregory, Tonkawa; C. S. Goodwin, Tonkawa; G. A. Harbaugh, Alva; F. A. Hague, Cherokee; J. S. Hutchins, Ponca City; Fred Jenisch, Mooreland; D. C. Kolb, Oklahoma City; C. T. James, Gage; W. B. Johnson, Enid; F. Kremer, Manchester; Geo. L. Moore, Woodward; J. E. Christy, Enid; Geo. F. Ruttman, Mooreland; W. M. Randels, Enid; Fritz Straughn, Oklahoma City; H. K. Schafer, El Reno, and C. Y. Semple, Oklahoma City.

In the evening all the grain dealers were entertained at Wonderland Park. A vaudeville show was part of the entertainment and various take offs on the grain men were enjoyed.

AFTERNOON'S OUTING.

Fred Jenisch, a visiting grain man from Moreland, Okla., and Young Otto, a miller from Wichita, engaged in a wrestling match. Jenisch proved an easy winner.

On the afternoon of June 12 the dealers were all given an Interurban car ride to a park near the city where they were given a lunch. Everyone ate heartily and made merry.

Tod Sloan and Jim Hutchins attempted to have a boxing match but Hutchins dropped from stage fright when the first blow was coming his way. Poor Sunny Jim is running yet.

Wm. Murphy was referee in the wrestling match. Cries of Rotten, Rotten were frequently heard. Someone said he ought to read the rules, but that he understood Murphy couldn't read.

W. A. McGowan was referee in the Boxing match between two colored boys. Dudley being an easy winner. Somebody said "Dudley missed that there nigger and swat the Umpire. Maybe he will know something then."

Kansas dealers present included: G. C. Adam, Winfield; W. A. Adams, Jewell; L. A. Adler, Goddard; C. Augristus, Stafford; A. Albertson, Fowler; I. M. Alexander, Winfield; P. N. Allin, Coffeyville, and A. Bauman, Neodosha.

A. C. Bailey, Kinsley; A. J. Beckner, Ramona; B. H. Dinkins, Croft; J. Pinney, Ford; B. J. Blue, Ingersoll; W. D. Brewer, Mt. Hope; Chas. Brinkman, Great Bend; J. W. Brown, Dillwyn; Geo. Brown, Wellsford; L. T. Bordwell, Clearwater; B. Bryan, Greensburg; J. Bunck, Garden Plain; P. C. Burge, Perth; L. Butcher, Hardtner; H. H. Butler, Meade and J. J. Buhler, Buhler.

D. L. Carter, Sawyer; J. L. Carr, Cullison; M. C. Cavanaugh, Hazelton; Joe Clark, Partridge; C. M. Clark, Iuka; W. E. Clark, Sawyer; Chas. Cooper, Pratt; O. L. Crouch, Caldwell; R. L. Cunningham, Bellefont; J. C. Daves, Winfield; P. O. Davis, Bucklin; J. R. Demmett, Grenola; Chas. Dufflemeyre, Maize; H. C. Durant, Radium; H. N. Durant, Kingman, and C. A. Dundon, Burrton.

C. L. Fisher, Derby; L. A. Fritts, Manhattan; R. J. Fleming, Sterling; J. T. Fletcher, Preston; A. Francis, Hudson; J. A. French, Arkansas City; W. C. French, Colwich; L. R. French, Pawnee Rock; Geo. Friend, Cicero; S. L. Gamble and W. E. Gamble, Greensburg; R. C. Gates, Seward; R. A. Geor, Newton; L. Gillett, Coats; Frank Gillett, Sawyer; C. A. Greenlee, Hutchinson; C. E. Griggs, Newton; Wm. Grier, Viola; N. Grassl, Andale; H. M. Groth, Lorraine.

F. W. Haas, Albert; W. Hahn, Hudson; W. L. Hammond, Newton; E. M. Hamilton, Dillwyn; S. Harris, Hartwell; C. E. Hartwell, Seward; H. T. Hathaway, Ray; J. Hayes, Winfield; D. Head, Winfield; O. A. Hebert, McPherson; H. M. Hill, Arkansas City; F. J. Hoffman, Olmitz; C. G. Hookins, Hutchinson; W. L. Huffman, Geuda Springs; F. J. Hipple, Hutchinson.

F. A. James, Burden; C. D. Jennings, Bucklin; O. G. Johnson, Seward; K. Johnson, Chanute; C. T. Jones, Cunningham; B. F. Kelsey, Oxford; J. L. Keppler, Garden Plain; J. S. Knoblauch, Goddard; J. C. Knox, Belle Plaine; J. J. Koelsch, Haviland; J. P. Kohl, Kechi; L. Korbell, Caldwell; C. J. Kreisel, Olmitz; T. G. Kriesle, Fowler, and P. G. Kroeker, Cheney.

G. W. Lawrence, Larned; G. O. Lewelling, Englewood; C. W. Lewis, Hardtner; J. H. Lindsey, Cullison; A. H. Ling, Jetmore; H. M. Lloyd, Sterling; K. Lot-speich, Englewood; R. Lowe, Cheney; J. A. Lyons, Langdon; J. H. Magruder, Pratt; Andy Mantz, Garden Plain; D. J. Mansolf, Albert; C. Martin, Lake City; G. E. McFarland, Corwin; C. McFarland, Corwin; J. McIntyre, Jefferson; Jas. McAdam, Minneola; J. B. McDonald, Norwich; N. A. McKittrick, Augusta; L. W. McLaughlin, Geneseo; W. H. Mikesell, Rydal; Geo. B. Miller, Bushton; A. Miller, Rav; F. W. Miles, Patterson, and K. P. Mohn, Ellinwood, W. G. Moodie, Wellington.

S. T. Macredie, Clearwater; J. N. Need, Atlanta; W. Nelson, Corbin; J. H. Nichols, Kiowa; P. T. Nickel, Buhler; Geo. Noll, Hutchinson; H. W. Northup, Anthony; R. A. Northrop, Macksville; C. E. Norton, Winfield; T. B. Oliver, Isabel; M. T. Orr, Offerle; Z. Osmond and Gus Oswald, Haviland.

Ralph Patterson, Seward; C. H. Peterson, Atlanta; I. Pinney and Ralph Pinney, Ford; A. J. Plush, Penalosa; H. W. Plush, Belmont; H. F. Probst, Arkansas City; Ira Rankin, Kinsley; J. U. Rausch, Goddard; John Rawlins, Winfield; D. J. Razloff, Inman; J. S. Rexford, Thayer; Geo. Ricker, Pratt; A. D. Roll and Bill Roll, Peck; C. R. Rixon, Greensburg.

J. W. Sauer, Cherryvale; Ed. Schreiber, Olmitz; E. B. Schmitt, Pretty Prairie; B. C. Scott, Stafford; G. L. Searle, Hudson; W. J. Straley, Frederick; E. E. Shircliff, Hutchinson; F. E. Shrade, Grenola; I. N. Shriver, Coats; J. G. Sicheloff, Belle Plaine; E. J. Smiley, Sec'y of Kans. G. D. A. Topeka; R. W. Smith, Haviland; Geo. R. Smith, Pratt; W. W. Smith, Holyrood; Perry C. Smith, Winfield; P. W. Sommerhouser, Garden Plain; D. Sommer, Abilene; A. W. Steen, Protection; C. C. Sterrett, Kinsley; J. S. Strickler, Ramona; F. M. Strohl, Isabel; J. M. Sumpter, Argonia, and A. Swanson, Coats.

A. L. Tadlock, Seward; O. Tangman, Mound Ridge; M. H. Taylor, Hewins; H. Tipler, Ashton; R. M. Todd, Halstead; J. B. Vosberg, Lewis; S. E. Warnberg, Englewood; M. T. Whitley, Wellington; Gust Witt, Hutchinson; James H. Wolf, Lewis; Fred Wolf, Ellinwood; E. Wood, Newton.

Minneapolis, Minn., June 19.—Considerable land in North Dakota intended for flax has not been sown, and present advices indicate a decrease of about one-third in flax acreage.—Van Dusen Harrington Co.

Culver, Ind., June 19.—Clover heads were frozen this month along with other grain. Unable to state what damage was done as the wheat and rye have not formed much of a berry as yet.—Arthur Castleman, Castleman-Williamson Co.

The Central Freight Traffic Association, representing railroads east of the Mississippi River, held a meeting June 23 at Peoria, Ill., to discuss with shippers the proposed request on the Interstate Commerce Commission for a 5% increase in freight rates.

The Grain Dealers Journal is the best grain journal I have seen, and I say this as an old newspaper man who ought to know, from 25 years' experience in newspaper work, something of the merits of a trade journal or other publication.—Jas. T. Bradshaw, Missouri State Warehouse Commissioner, Kansas City, Mo.

The International Institute of Agriculture, Rome, Italy, on June 21 reported the wheat crop as follows: Bulgaria, 67,977,000 bus., 106.6% of last year; Italy, 183,719,000 bus., 110.9%; India, 358,316,000 bus., 96.7%; Japan, 27,029,000 bus., 105.2%. Barley production in Japan is estimated at 101,073,000 bus., 101.5%. The flaxseed crop in India is placed at 21,428,000 bus., 83.4%.

Before state rates will be annulled by the United States Supreme Court as being confiscatory, the railroads must submit actual book accounts of receipts and expenditures in interstate business to sustain their request, according to the written opinion of Justice Hughes in the Arkansas rate cases, given June 24. Justice Hughes states that the railroads failed to sustain their case in attacking the intrastate rates because of too general methods used in separating intrastate from interstate operations. He also criticised the lower court's conclusion that intrastate freight traffic cost 210% more on the St. L., I. M. & S. and 250% more on the St. L. S. W. than interstate traffic, and that intrastate passenger service cost 10% more than interstate on the Iron Mountain road.

Seeds

L. N. Crill, of the Crill Seed Co., Elk Point, S. D., was married recently.

Fair acreage of clover.—Wm. Baugher, of Leesburg Grain & Mfg. Co., Leesburg, Ind.

From Mendon, Mo., to Standish, Mo., there is an abundance of alsike and clover.—S.

Wm. Ewing, of the Wm. Ewing Co., seed dealers at Montreal, Que., recently dropped dead.

The Courteen Seed Co., Milwaukee, Wis., has recently been incorporated to take over the business of S. G. Courteen.

J. R. Bentley, Payne, Ia., has purchased the Nishna Valley Seed House and Elevator at Hamburg, Ia., from the Farmers National Bank.

The condition of blue grass for seed in Kentucky on June 1 is estimated at about 60% of the 7-year average by the Bureau of Statistics, U. S. Dept. of Agriculture.

Gov. Stewart of Montana on June 18 issued a quarantine on alfalfa seed from the entire state of Utah, Bear Lake, Oneida, and Bannock Counties in Idaho, and Unita and Lincoln Counties in Wyoming.

The Scruby Bros. Grain & Implement Co., Chillicothe, Mo., has recently built a 30x60 ft. 2-story cement and iron seed house.—H. P. Scruby, of H. P. Scruby Mfg. & Elvtr. Co.

La Belle, Mo.—J. J. Haldman specializes in the seed business. He is buying on a commission basis for the Albert Dickinson Co. of Chicago and travels over this and surrounding territory, buying seeds.—S.

The New Jersey seed law provides for the employment of a seed analyst, who is required to test free of charge samples of seed sent to him or collected by him, and to give to the owners of the seed a statement of its vitality and the quantities of impurities present.

Alfalfa seed is in short supply in the Pacific Northwest. Seedsmen of Spokane, Wash., explain the present shortage by the fact that very little of the seed grown in Utah and Washington meets the requirements of the pure seed laws, and that alfalfa seed will have to be imported from eastern states to meet the demand.

European stocks of alfalfa are considerably smaller than at the corresponding time last season. During the past few weeks supplies turned very light in consequence of having been drawn upon freely by America and other countries. If this active business should keep up in July, finer qualities are likely to be cleaned out.—I. L. Radwaner, New York, representing R. Liefmann Sons, Hamburg, Germany.

Timothy seed was more popular than clover seed last week. Missouri and Southern Illinois have suffered from drought. They have been the chief buyers. Iowa, the big producer, appears to have good prospect. Some dealers there are still short at Toledo. Iowa and Minnesota generally raise over half the timothy seed crop. South Dakota is next, then Illinois, Missouri and Ohio. All other states combined raise only ten per cent of the total crop. There is a large

carryover spread all over the country and Europe.—C. A. King & Co.

Imports of seeds during the ten months prior to May 1, included 4,287,057 bus. of flaxseed and 19,450,927 lbs. of clover seed; compared with 4,487,778 bus. of flaxseed and 36,590,221 lbs. of clover seed imported during the corresponding period of 1912. Exports during the ten months included 5,385,704 lbs. of clover seed, 16,454,156 lbs. of timothy seed, and 16,840 bus. of flaxseed; compared with 1,821,617 lbs. of clover seed, 4,291,644 lbs. of timothy seed, and 3,104 bus. of flaxseed exported in the corresponding period of 1911-12. Exports of foreign seeds during the seven months prior to May 1, included 1,810 lbs. of clover seed and 168 bus. of flaxseed; compared with 128 lbs. of clover seed and 21,919 bus. of flaxseed exported during the corresponding period of 1911-12, as reported by O. P. Austin, Chief of the Bureau of Statistics.

OHIO SEED LAW.

The new Ohio seed law, known as House Bill No. 435, which becomes effective July 1, requires state inspection and analysis of all agricultural seeds sold for planting in the state, and places a fee of 2c a bu. for such inspection.

The bill requires that all packages of seeds amounting to 10 or more pounds must be accompanied by a statement giving the name of seed, name and address of the seller, and the purity of the seed. The percentages of the various impurities must be given if they amount to more than the maximum allowed by the act.

Quack grass, Canada thistle, clover and alfalfa dodder, field dodder, and ox-eyed daisy seeds are declared noxious weed seeds; and the sale of seed containing one of any or all such noxious weed seeds in five thousand, is absolutely prohibited.

The law exempts seed sold to be cleaned and graded before being sold for planting; seed held in storage to be cleaned; seed marked "not clean" which is intended for shipment out of the state, and seed sold by a farmer on his own premises to be used for planting by the purchaser himself.

The law also names a fine of from \$25 to \$200 for violation of its provisions. A copy of this law may be had by application to the Sec'y of State or the State Board of Agriculture, Columbus.

The percentages of sand, dirt, chaff, foreign substances and broken and dead seed shall be stated when such percentage of purity falls below the following: Rye, 99; timothy, sorghum, red clover and buckwheat, 98; alfalfa, millets, oats and wheat, 97; barley, 96; alsike, meadow fescue and rye grass, 95; red top, 92; blue grass, awnless brome, and white clover, 90; and orchard grass, 65%.

SOUTHERN BUR CLOVER.

The need in the South for some winter crop for pasture purposes and soil improvement is satisfactorily met by the Southern, or winter, bur clover, a leguminous plant that is easy to grow, is adapted to many kinds of soil, and can be successfully raised wherever cotton is grown.

The seed is sown in burs at the rate of 3 to 6 bus. per acre. Southern bur clover produces large quantities of seed, running from 75 to 150 bus. per acre. A bu. of seed in burs weighs 10 lbs. The plants die down in the spring, leaving the

seed on the ground. The usual method of harvesting the seed is to sweep it up with stiff brooms. Seed so gathered is mixed with all kinds of rubbish and dirt, making a bulky mass to ship. It is important that the seed be gathered as soon as the plants die down to avoid interference with weeds and grass.

The seed may be left on the ground all summer, and the land plowed, planted to other crops, and cultivated without destroying the seed, which will come up immediately after the fall rains.

WATCH FOR ACCIDENT INSURANCE SWINDLER

Grain dealers who are approached by the individual whose portrait is given in the engraving herewith with a request to cash a check or to pay a premium on employers' liability insurance will confer a favor by immediately notifying the police and communicating with his victims named in the following:

Under the name of D. H. Knox he was employed as solicitor and adjuster for the United States Casualty Co. of New York, working directly under A. F. Gable & Sons, general agents in and around Peoria for about a year, and is an expert in liability insurance.

At Morton, Ill., he obtained \$10 from



D. H. Knox, Insurance Solicitor and Check Swindler.

the McDonald Grain Co., by drawing a check on the Savings Bank of Peoria, where he never had an account. From Edward Mathis he obtained \$25 as payment of premium which he failed to remit to Gable & Sons.

At Secor, Ill., he obtained \$10 from Wm. Greiner on a worthless check drawn upon a Peoria bank.

At McLean, Ill., he cashed a check given by the Aldrich Grain Co. in payment for premium, causing a loss to Balsley Bros., insurance agents, by whom he had been employed for eight months.

His home is in Minnesota and he has relatives at Omaha. He will undoubtedly go into the liability business again and his specialty was soliciting grain elevators. Every effort is being made by Gable & Sons to apprehend him, but so far without success.

Grain Trade News

CALIFORNIA.

Receipts of grain at San Francisco during May included 17,624 tons of wheat, 6,601 of barley, 2,164 of oats, 481 of corn and 32,487 sacks of beans; compared with 28,896 tons of wheat, 10,109 of barley, 1,178 of oats, 540 of corn and 46,402 sacks of beans received in May, 1912.—Henry C. Bunker, Chief inspector Chamber of Commerce.

Los Angeles, Cal.—Plans for the organization of a grain exchange in this city are being considered by grain dealers here, who have appointed W. B. Waterman, of the Farmers Warehouse Co., Geo. H. Martin, of Martin & Russell, O. H. Morgan of the Globe Mfg. Co., E. W. Thompson of the Gt. Western Mfg. Co. and F. C. Dunlap, a grain broker, as a com'te to take the matter up and report at a later meeting.

CANADA.

Moose Jaw, Sask.—The International Linseed Co. incorporated.

Maple Creek, Sask.—The Farmers Elvtr. Co. is building an elvtr. at this station.

Biggar, Sask.—The Can. Pac. Ry. Co. and the Farmers Elvtr. Co. will build elvtrs. at this station.

Grassy Lake, Alta.—The Alberta Farmers Elvtr. Co. contemplates the erection of an elvtr. at this point.

Boissevain, Man.—The Dominion Elvtr. Co., Ltd., of Winnipeg will build an elvtr. at Smith's Siding at this point.

Montreal, Que.—Grain in the hold of the grain boat, Glenarm Head, was recently damaged by fire. The loss was covered by insurance.

Fort William, Ont.—The Grain Growers Grain Co. has bot the elvtr. and bagging plant of the Davidson-Smith Co. for \$130,000 and took possession June 16. R. J. Henderson will be mgr. The Davidson-Smith Co. will rush work on a new plant at Port Arthur to cost \$75,000. It will be one of the most up-to-date cleaning and handling plants in the Dominion.

Winnipeg, Man.—The Court of Appeals decided that the grain exchange is not a bucket-shop by rendering a judgment, June 9, in favor of Richardson & Sons, members of the exchange in a case involving \$2,000, alleged to be due from the defendant, W. E. Beamish, of Elva. The grain company brot suit against Beamish for that amount, claiming that the money had been spent to buy grain for him. He refused to settle alleging that the act was illegal in that Richardson & Sons had not actually bot the grain but had purchased it under a system of bucket-shop rules. The court held that the transaction was a perfectly legal one, and that the custom of using the Clearing House Ass'n for buying and selling facilitated business and furnished additional security to persons operating on the exchange.

Winnipeg, Man.—At a recent meeting of the Dominion Grain Commission in this city, it was decided that the binning system should be continued and that the ticket weights issued by the elvtr. companies should be accepted by the producers. The commission is very anxious to continue the system and will introduce rules and regulations in the best interests of all concerned. A number of protests were made against the establishment of a sample market at this point but Chairman Magill stated that the Dominion parliament had decided that the market be established, and that the commission had no power to alter that decision. Most of the grain dealers are in favor of it. At

the close, Dr. Magill said: "The commission has, I think, heard all that there is to hear pro and con on sample markets and has received the tentative rules and regulations drawn up by the joint com'te composed of R. C. Henders, pres. of the Manitoba Grain Growers' Ass'n, Pres. Crerar, of the Grain Growers' Grain Co., and the council of the Grain Exchange, and these will be further considered by the commission." The tentative rules and regulations as drawn up by the com'te appointed in February by the commission and submitted at this meeting are as follows: "That it is the opinion of this com'te that sampling should be done by an independent sampling buro; that Winnipeg should be made an order point; that in order to have ample facilities for handling sample grains it will be necessary for the railway companies to establish a 'terminal dispatch ass'n' or that each railway company should have an office in the Grain Exchange building, from which office will be issued to each receiver a list of cars received for his account; further, for the purpose of enabling such receivers to order said cars it will be necessary to have the samples of cars to be sold from the sample tables, with Dominion inspection of same, in the hands of the receiver or member disposing of such cars for at least one session of the Winnipeg Grain Exchange." The sec'y of the commission also issued a notice to the effect that the commissioners are considering the whole question of elvtr. licenses at the head of the lakes for the year beginning Sept. 1, 1913, and the modification or abolition of hospital licenses. He advised those intending to build such elvtrs. to communicate with the board of grain commissioners before proceeding with the work.

COLORADO.

Fort Collins, Colo.—Geo. Erwin is now mgr. for the Fort Collins Mfg. & Elvtr. Co.

Vineland, Colo.—The recently incorporated Colorado Alfalfa Meal Mfg. Co. will build an alfalfa meal mill to cost \$20,000.

Hudson, Colo.—Elvtrs. will be built at this station and at Keensburg and Wiggins, three new towns on the C., B. & Q. east of Denver.

Colorado Springs, Colo.—James McDonald was recently sentenced to 3 months in jail for stealing grain bags from the H. A. Robinson Grain Co.

Holyoke, Colo.—We are putting in new feed mill and expect to install new bins to handle ground feed.—R. C. Stout, pres. Farmers & Merchants Grain Co.

IDAHO.

Cottonwood, Ida.—The Farmers Union will build a 50,000-bu. concrete elvtr. to cost \$10,000.

Twin Falls, Ida.—The Twin Falls Mfg. & Elvtr. Co. will equip its elvtr. with two Hall Grain Distributors.

Fenn, p. o. name Tharp, Ida.—Farmers are interested in the organization of an elvtr. company to build an elvtr.

Genesee, Ida.—Bids for the construction of its grain elvtr. have been received by the Farmers Union Warehouse Co.

ILLINOIS.

Hanna City, Ill.—Chas. Reindfleisch is repainting his elvtr.

Bentley, Ill.—McDaniel Bros. have succeeded Felger & Son.

Chesterville, Ill.—A. F. Davis has built a new office here.—S.

Mahomet, Ill.—Wm. Wykle has started work on his new elvtr.

Lexington, Ill.—Ed. Bertels is now asst. mgr. for A. P. Shantz.

Denver, Ill.—W. E. Scott has moved his office nearer to the elvtr.

Mr. Nabb, Ill.—W. A. King is now mgr. for the McNabb Grain Co.

Hallsville, Ill.—The Hallsville Elvtr. Co. has succeeded H. C. Suttle.

La Prairie, Ill.—J. A. & H. C. Tenhaff have succeeded A. Fruhling.

Garrett, Ill.—The father of J. K. Horton of Horton Bros. died June 17.

Pana, Ill.—A meeting of local grain men will be held here June 28.—S.

Burnside, Ill.—Samuel Carlisle has succeeded the Burnside Elvtr. Co.

Holder, Ill.—The Central Mill & Elvtr. Co. has succeeded J. W. Puett.

Kirkville, Ill.—R. C. Parks will improve his elvtr. with a new driveway.

Rumpler, Ogden, p. o. Ill.—Frank Supple may build an elvtr. here this fall.

Witt, Ill.—The Paisley Mill & Elvtr. Co. has succeeded the Paisley Elvtr. Co.

Weldon, Ill.—W. A. Webb will build an addition to his driveway at the elvtr.

Genoa, Ill.—A new driveway has been built to the elvtr. of Jackman & Son.

McLean, Ill.—Allan Carlin is now employed by the Darnall & Spence Grain Co.

Hadley, Ill.—The new elvtr. of the Barry Mfg. & Grain Co. was completed June 19.—S.

Millersville, Ill.—The elvtr. of Alex Hillman has been sold and is closed at present.

Chandlerville, Ill.—Farmers are interested in the organization of an elvtr. company.

Fairmount, Ill.—The elvtr. of H. B. Worden has been covered with corrugated iron siding.

Davis Junction, Ill.—The Neola Elvtr. Co. will build an addition to its elvtr. at this station.

Baker sta., Leland p. o., Ill.—The Farmers Elvtr. Co. has been organized at this station.

Danville, Ill.—The Chas. Herrenden Mfg. Co. has built an addition to the office at the elvtr.

Bloomington, Ill.—The E. B. Conover Grain Co. has succeeded the McLean Co. Grain Co.

Texas City, Ill.—I am installing a feed mill and french burrs to make meal.—W. T. Garner.

Hutsonville, Ill.—I have accepted a position with Hurst & Co. at this station.—A. F. Conrad.

Lilly, Ill.—The Zorn Grain Co. will put a concrete foundation under its elvtr. at this station.

Elvaston, Ill.—Wm. Gable has bot the interests of Herman Watt in the elvtr. of Watt & Gable.

Mansfield, Ill.—C. M. Dauberman is reported to have decided to retire from the grain business.

Hindstboro, Ill.—We are repainting our elvtr. and making general repairs.—J. Crawford & Sons.

Rochester, Ill.—Clarence Twist of Twist Bros. was married June 9 to Miss Edith Giltner of Moline.

Goodfield, Ill.—Lightning struck the elvtr. of Ellis & Wagner, May 21, and damaged it slightly.

Cayuga, Ill.—C. J. Collins, with the Farmers Grain Co. for the last year, has resigned his position.

Galesburg, Ill.—The Consumers Feed Co. has succeeded us at this point.—Machen Eros, Kansas City, Mo.

Augusta, Ill.—We have succeeded Lohr & Lummis and they are out of the grain business.—C. E. Dawkins & Co.

Galva, Ill.—O. E. Wickey, gen. mgr. of the Galva Grain Co., has resigned and has been succeeded by John Miller.

Graymont, Ill.—The elvtr. of the Farmers Elvtr. Co. built to replace the one recently burned, has been completed.

Deland, Ill.—W. T. Hardin is improving his elvtr. and has built an addition to his office and put a shed over his scales.

Baker sta., Leland p. o., Ill.—Harold Flaherty will succeed his father, M. J. Flaherty, as mgr. for the Neola Elvtr. Co.

Springfield, Ill.—S. B. 330, prohibiting the sweeping of grain from railroad cars, has been passed by the state legislature.

Forest City, Ill.—Mayfield Gordon, who was at one time in the grain business at this station, died June 14, at the age of 77.

Hindsboro, Ill.—The Eversole Co. succeeded E. Eversole & Co., and is conducting the business on a reorganized basis.—S.

Guthrie, Ill.—Part of the elvtr. of McClure & Brotherton collapsed May 24 and 2,000 bus. of grain were dumped on the ground.

Springfield, Ill.—H. B. 271, introduced by Senator Keller, permitting the incorporation of co-operative societies, was defeated June 20.

Urbana, Ill.—Farmers are interested in the organization of a farmers elvtr. company. A. R. Shade is one of those interested.

Springfield, Ill.—The Tice Good Roads Bill was passed by the Senate June 19 and the bill has gone to the Governor for signature.

Leonore, Ill.—Ernest W. Beutke, in the grain business at this station, was married June 12 to Miss Mildred Wheeler at Long Point.

Deer Creek, Ill.—Joe E. Barber has succeeded E. T. Marshall as mgr. of the Farmers Grain & L. S. Ass'n, Mr. Marshall having resigned.

Kewanee, Ill.—The farmers of this vicinity have held several meetings and are strongly in favor of the organization of an elvtr. company.

Indianola, Ill.—I am now installing two 20-h.p. motors in my elvtr., to take the place of the steam plant, which I formally had.—R. E. Zenke.

Seatonville, Ill.—John H. Schumacher has resigned as mgr. of the Northwestern Grain & L. S. Co. and has accepted a similar position at Morris.

Dalton City, Ill.—The Farmers Grain Co. is building a new brick office building and has added an implement shed. A new elvtr. is also contemplated.

Gays, Ill.—Treat & Co. incorporated to do a general grain business; capital stock, \$15,000; incorporators, A. W. Treat, May W. Treat and Henry Walker.

Arthur, Ill.—C. E. Davis, who has been spending the winter in touring sunny California by automobile, has started for home and expects to arrive by July 1.

Peterstown sta., Mendota p. o., Ill.—The Peterstown Elvtr. & Supply Co. has built an elvtr.—F. J. Schmitt, agt. W. C. Brokaw, Clarion, Mendota P. O.

Isabel, Ill.—We have recently completed a new office building, replacing the one which burned a short time ago.—J. H. Buckler, mgr. Paul Kuhn & Co.

East Lincoln sta., Lincoln p. o., Ill.—The Township Line Grain Co. incorporated; capital stock, \$3,000; incorporators, W. H. Evans, Jacob Jaggi and J. M. Goodpasture.

Van Wood sta., Sherman p. o., Ill.—The elvtr. of Thos. Sudduth, containing 7,000 bus. of corn and oats, burned at 8 p. m., June 12; loss, \$8,000; covered by insurance.

Sadorus, Ill.—The elvtr. of DeLong Bros. was slightly damaged by fire June 19, when cobs rolled down near the engine and caught fire. The blaze burned thru the partition into the main part of the elvtr.; but was discovered in time to save the structure, the damage amounting to \$75.

Maroa, Ill.—The elvtr. of the Shellabarger Elvtr. Co. burned June 18; loss, \$30,000; well covered by insurance. The elvtr. will be rebuilt as soon as the insurance is adjusted.

Hutsonville, Ill.—Hurst Bros. are building a new driveway, putting in new spouting, a new ear corn leg and a new cupola. The Decatur Const. Co. is doing the work.—S.

Alton, Ill.—Homer Davis, employed by the Sparks Mfg. Co., while working on a scaffold at one of the elvtrs., fell 15 ft. to the ground and was seriously injured on the head.

Meyers Station, Ill.—The Farmers Elvtr. Co. has decided to build its new elvtr. on the Cincinnati & Sand Prairie line, a mile west of the present elvtr. on the Northwestern tracks.

Eastburn, Sheldon p. o., Ill.—A. M. Eastburn & Co. will tear down their old elvtr. and replace it with a 10,000-bu. modern elvtr. The Decatur Const. Co. will do the work.—S.

Neelyville, Ill.—The Grain & Supply Co. of Neelyville incorporated; capital stock, \$4,000; incorporators, Mathias Aring, Wm. Huffaker, John D. Brockhouse, J. C. Tomhave and O. C. Carter.

Filson, Ill.—John McCarty is the lessee of the elvtr. belonging to Wm. Riley of Tuscola. It is rumored that he expects to discontinue the grain business upon the expiration of his lease.—S.

Sibley, Ill.—The Wabash Ry. Co. left 105 grain doors with each one of the grain dealers at this station, June 10, but the grain men want to know where the cars are that go with the doors.

Ospur sta., Clinton p. o., Ill.—Geo. W. Wright, former engineer at the elvtr. of the Shellabarger Elvtr. Co., has succeeded H. A. East as mgr. and Harry McDonald has succeeded Mr. Wright as engineer.

Avon, Ill.—Bader & Co. have bot the elvtr. of Yeoman & McCarraugh, which they have operated under lease for the past year. Walt Palmer is in charge of the house which is being overhauled and repaired.

Kemp, Ill.—We are making necessary changes in our elvtr. so that one man can handle it. We also expect to install an automatic scale, but have not decided on what make.—A. Cuppy, mgr. Cuppy & Munson.

North Ritchie sta., R. F. D. Wilmington, Ill.—DeLancy Cossett, who recently bot the elvtr. of Bruns & Stahl at receivers sale, has deeded it back to us and we are again in business.—F. A. Bruns, of Bruns & Stahl.

Decatur, Ill.—Work has been started on the 11 corn storage tanks for the A. E. Staley Mfg. Co. The tanks are of concrete 110 ft. high and 22 ft. 6 in. in diameter, the walls being 6 ft. thick. James Stewart & Co. have the contract.

Beckemeyer, Ill.—The recently incorporated Farmers Elvtr. Co. is building a 5,000-bu. elvtr. on the B. & O. R. R. and expects to have it finished in two weeks' time. Aug. Smahl is pres. of the company; F. C. Mahlandt, sec'y-treas., and myself, mgr.—Henry Timmerman.

McHenry sta., West McHenry p. o., Ill.—The new elvtr. of Wm. Bonslett is nearing completion and the old house will be taken down in a few days. The new house is on ground owned by Mr. Bonslett and is 22 ft. farther from the track than the old elvtr.

Waynesville, Ill.—The elvtr. of Darnell & Spence, containing 4,000 bus. of grain, mostly corn, burned at 10 p. m., June 18; loss \$12,000. Three freight cars near the elvtr. were burned and the elvtr. across the tracks caught fire several times but was saved.

Arcola, Ill.—We expect to put iron rods in our elvtr. to stop the bins from leaking. The Decatur Const. Co. will do the work. We have built a 15-ft. addition to our office and have also built a bay window for our scales.—Fred Munson, mgr. Arcola Grain, Coal & Telephone Co.

Loami, Ill.—The elvtr. of the Central Ill. Grain Co., containing 2,000 bus. of oats and 3,000 bus. of corn, burned at 10:30 a. m., June 15; loss, \$10,000; covered by insurance. The fire is believed to have started from a spark from a passing C. P. & St. L. freight.

Birdsbridge, Ill.—The Joliet Grain Co. held a meeting June 11 in the office of the elvtr. of Truby Grain Co. to discuss the advisability of taking over the elvtr. of the defunct company. About 100 were present and voted that the matter be laid before the directors of the grain company at once.

Alton, Ill.—A 10-ton conveyor gallery which was being placed in position 90 ft. above the sidewalk at the plant of the Sparks Mfg. Co., crashed to the ground June 14, when one of the cables used to raise it parted. No one was injured, as the workmen saw the break in time to reach safety.

Cabery, Ill.—The Kempton Farmers Elvtr. Co. has bot five lots at this station facing the Ill. Cent. right of way and will build an elvtr. Work will be started at once and an effort made to complete the new house by July 31, when the lease of the farmers company expires on the elvtr. they now operate.

Redmon, Ill.—We will build a new elvtr. to replace the one burned May 20, and the main house will be 30x36 ft. on the ground and 40 ft. to the eaves. The cribs will be 28x60 ft. and 32 ft. to the eaves. The equipment will include 3 legs, sheller and gas engine.—Wm. Brinkerhoff & Son.

Urbana, Ill.—The following have recently been admitted to membership in the Illinois Grain Dealers Ass'n: Harris Grain Co., Harris; Chas. Shelby, Paxton; John T. West, Loda; J. B. Carson, Perdueville; Cuppy & Munson, Kemp, and The Mutual Grain Co., Indianapolis, Ind.—S. W. Strong, sec'y.

Pittsfield, Ill.—D. M. Klin & Co., Inc., will have the machinery reset in their elvtr., install two new legs, a Richardson Scale, a new transfer spout to replace the old screw conveyor and put in a new pit for the unloading of cars. The Decatur Const. Co. will do the work. They will also repaint their elvtrs.—S.

Atlanta, Ill.—J. H. Hawes was recently given notice by the C. & A. Ry. Co. that the company would reduce the grade on the right of way and that his elvtr. wud have to be moved. Later the order was canceled, but Mr. Hawes decided to be on the safe side of the question and is having his elvtr. moved to private ground.

Donovan, Ill.—John Nelson, owner of the Nelson Elvtr., had a narrow escape from death June 13 when the automobile in which he was riding was struck by a freight train at Papineau. The freight backed into the car and Mr. Nelson saved himself by clinging to the iron rods on the caboose. The automobile was completely wrecked.

Oak Hill, Ill.—J. W. Maher has let contract to the Burrell Engineering & Construction Co. for an elvtr. to be equipped with the latest machinery. Work has been commenced and the house is to be completed Aug. 1.—Geo. L. Bowman & Co., Peoria. The elvtr. will have a capacity of 12,000 bus. and will be of cribbed construction, covered with iron.

Metcalfe, Ill.—C. W. Tuttle, employed at the elvtr. of the National Elvtr. Co., was seriously injured June 4 when he fell into a deep pit in the elvtr. He was closing the door when the staple gave way and he fell to the concrete bottom of the pit, sustaining a compound fracture of the right arm and a number of bruises. He was unconscious when found.

Warsaw, Ill.—Our statement in the June 10 Journal that the Warsaw Milling Co. was interested in the firm of F. E. Sharp & Son, we have since learned is incorrect. The truth is that Sharp & Son have leased the elvtr. of the milling company, and that the owners of the milling company have agreed not to handle grain in Warsaw except from their own farms.—Farmers Grain & Supply Co.

Peoria, Ill.—A grain barge belonging to the Turner-Hudnut Co. of Pekin, loaded with several thousand bus. of corn, was sunk at 11:45 a. m., June 9, in the Illinois river near this city during a severe wind-storm. The steamer City of Pekin succeeded in pumping the corn out of the sunken barge in two days' time and preparations are now being made to raise the barge. The corn was uninjured and was sold to the distilleries.

Joliet, Ill.—At a meeting of the creditors of the Truby Grain Co. June 14, Chas. V. Barr was appointed trustee of the defunct company and instructed to sell immediately the six elvtrs. of the company at public auction. The principal stockholders of the company were Henry T. Truby and Chas. L. Truby, and not a word of criticism was directed toward them by those present. It is believed that the company will be able to pay 60c on the dollar.

Morris, Ill.—The elvtr. of the Farmers Square Deal Elvtr. Co., containing 1,000 bus. of oats and 2,500 bus. of corn, burned to the ground at 2:45 a. m., June 10. The fire broke out at the top of the elvtr. and gained such headway that nothing could be saved. About 4,000 bus. of corn in cribs near the elvtr. were badly damaged. The loss is fully covered by insurance and the company writes: We will build a new elvtr., but have not let contract. We figure on a 40,000-bu. house with modern equipment.

Bushnell, Ill.—A meeting of the local grain dealers was held at the office of Geo. W. Cole, in this city, on the evening of June 20. The following dealers were present: Coulson & Mesick, La Harpe; J. E. Smiddy, La Crosse; H. E. Roberts, Blandinsville; E. E. Amos, Scottsburg; Will Bader, Vermont; Fred Bader, Astoria; J. C. Turner, Adair; C. E. Stumbaugh, Abingdon; C. L. Grimsley and Dan Warren, Swan Creek; Geo. Pratt and C. W. Langdon, Roseville; Geo. Long, Geo. Weirather and Geo. W. Cole, Bushnell. S. W. Strong, of Urbana, sec'y of the Illinois Grain Dealers Ass'n, was also present. The meeting was pleasant and instructive.

Windsor, Ill.—The Windsor Grain Co.'s new elvtr. will be completed about July 1. The elvtr. is balloon construction 30x24x50 with 30x22x30 balloon addition on south; will have 2 stands of elvtrs. automatic scale, Western manlift, No. 22 Western cleaner and Western sheller. It will be operated by 15 h. p. motor in cupola and 25 h. p. motor on work floor. The elvtr. will also have an iron roof, iron clad with roofing connected with siding and copper wires soldered to siding and grounded thus offering protection against lightning. It is quite an improvement over old elvtr. which burned on this site March 13. The old house was frame, shingle roof, steam power in frame shingle roof addition.—T.

Springfield, Ill.—The mgrs. of farmers elvtrs. in the Springfield district held a banquet and meeting at the Nicholas Hotel in this city June 14, about 50 being present. In the absence of Pres. H. W. Danforth, Vice-Pres. A. C. Rice addressed the diners on the "Ideal Mgr. of a Farmers Elvtr." Sec'y A. N. Steinhart was also an interesting speaker. The business session of the ass'n was held at 7 p. m., and the usual routine of business transacted and at 8:30 those present adjourned to the banquet hall where former Sec'y J. A. McCreery presided as toastmaster. Among the speakers were C. R. Taylor, pres. of the Springfield district; F. W. McLaughlin, sec'y, and R. W. Boisselier of St. Louis.

Springfield, Ill.—The Illinois workmen's compensation law has been amended as provided in House Bill 841, which will become effective about Oct. 1. The new law clears up many doubtful points in the present law and will eliminate litigation. The administration of the law is to be supervised by a commission of three, who will also act as arbitrators on claims for compensation. A definite schedule of special injuries is established, preventing excessive claims. Practically the only employers excepted are farmers and owners of residences undergoing repairs. The op-

eration of the act is made automatic in its application by striking out the provision for posting of notice. It is provided that an owner or employer electing to carry his own risk must show the board that he is financially able to pay claims.

Woodford, Ill.—J. A. Simpson's elvtr., built on site of house burned, Jan. 17, is now in operation. The elvtr. is 32x36x40 with addition 28x36x40, all cribbed, iron clad, metal roof, and is equipped with 2 stands of elvtrs., Hall distributor, Richardson 2,000-bus. per hr. Automatic Scales, Western No. 2 Cleaner, and Western Manlift. Has brick foundation, concrete floor and pits in basement and a 24 h. p. Fairbanks-Morse Gasoline Engine in brick room underneath frame office building 24 ft. from elvtr. Brick and concrete passageway 2 ft. wide and 4 high allows space for the rope drive and makes it possible for elvtr. man to pass from power house to elvtr. basement. There are frame iron clad doors at either end of the passageway which is underground. The tinner went on strike June 1 and consequently the iron covering and part of roof remains unfinished. The feed tank is 51 ft. from elvtr. and underground and the supply tank 100 ft. from elvtr. in a framed building. This elvtr. takes the lowest insurance cost. It has rope drive thruout and several 5-gal. chemical extinguishers.—T.

CHICAGO NOTES.

CHICAGO CALLER: H. E. Wack, Baltimore, Md.

By vote of the board of directors the Board of Trade will be closed from the July 4 holiday until Monday, July 7.

Rudolph Desjardens severed his connection with the Clement-Curtis Co. June 6 and is now with Harris-Winthrop & Co.

S. E. Squires and Clark Brown, Jr., of Des Moines are now members of the Sowers Grain Co., Mr. Squires now being treas. of the company.

Amendments to the "puts" and "calls" rule of the Board of Trade, to be voted upon by members June 30 are published in another column of this number.

John A. Nourse, the youngest and lightest member of the Board of Trade Battery that went to the front in '61, died recently at his home in Wilmette.

Work on J. J. Badenock's new elvtr. has stopped thru the general lockout of building employees. The builders were just about to erect the superstructure.

An increase in the weighing fees from 25 to 35c per car is provided for in an amendment to the rules of the Board of Trade, which has been posted for ballot.

The W. S. Cowen Co. has been incorporated to do a grain commission business, capital stock, \$20,000; incorporators, W. Scott Cowen, Albert H. Putney and Alfred H. Jones. The new company will do a cash business principally and its members have applied for membership in the Board of Trade.

The simple payment of a draft and transfer of B/L is not a service requiring the collection of a commission charge from a country shipper, who directed the receiver to turn over his shipments to another house to be sold, is the recent ruling of the violation of rules com'te, of the Board of Trade.

The annual baseball game of the Board of Trade was played at the White Sox Ball Park, June 13, by a picked nine from the Board of Trade and the University of Chicago team. The latter team won by a score of 8 to 3. The proceeds of the game amounted to \$5,000 and will be used to complete the camp of the Boy Scouts at Crystal Lake, Whitehall, Mich.

Commission must be charged on shipments tendered to apply on a sale to arrive, but rejected by the consignee as not being up to sample, after which they are turned over to others to be disposed of, is the recent decision of the violation of rules com'te, altho the original transaction was not on a commission basis, the purchase by the consignee being at a net price, delivered Chicago.

The first car of new wheat to reach this market arrived June 20, from Giltner, Neb., consigned to the Armour Grain Co. The wheat graded No. 2 hard winter and weighed 59 lbs. per bu.

Mrs. Harriet M. Smith, wife of Wyllis K. Smith, Peoria, a member of the Chicago Board of Trade, was killed June 22, when the automobile driven by her uncle, Geo. M. Scott of Riverside, was struck by a train at an Oak Park crossing. The gasoline tank of the machine exploded and set fire to the wreckage of the automobile and the forward car of the train. The bodies of the victims were charred beyond recognition when finally taken from the debris.

When a shipper had barley sold but directed the receiver to canvass the market and wire bids so the shipper could either apply on contract or sell on market, and the receiver submitted bids by wire and 'phone and carried the grain for several days, the shipper must pay the regular commission for receiving and selling, as the receiver performed the service and the cancellation of the sale made the receiver not a principal but an agent, under a late ruling by the violation of rules com'te.

Application for membership in the Board of Trade has been made by Chas. K. Templeton, Rich. M. Sayers, Jos. A. Nosek, John B. Pierce, J. A. Todd, Harry D. Atwood, J. R. Tomlin, W. Scott Cowen and C. H. Wade. Fred D. Ludlow and Gordon B. Biel have been admitted to membership and the memberships of Chas. K. Nims, Thos. C. Edwards, Frank A. Cooley, Walter Stern, Marshall E. Boynton, John S. Dickerson and P. B. Carey have been posted for transfer. Memberships are quoted at \$2,125 net.

W. M. Hopkins, mgr. of the Transportation Dept. of the Board of Trade, issued Bulletin No. 233, June 11, announcing the discontinuance of thru billing of grain from stations on the Chicago & Eastern Ill. R. R., the road having sent the following notice to its agts.: For a number of years it has been the custom to bill grain into Chicago consigned to New York, shipper's order, notify Chicago grain firms. This practice, under the present adjustment of grain rates, is of no particular benefit to the shipper or consignee of the grain, as the local rate to Chicago is collected when delivery is made to elvtrs. in the Chicago District. Hereafter, when grain is tendered for shipment to Chicago heretofore billed thru to New York execute B/L and bill grain to Chicago locally. This of course will have no bearing on shipments of grain for Eastern points which are to move direct to destination on thru billing.

Norris & Company, grain merchants, have purchased the 550,000-bu. elvtr. of W. H. Merritt & Co. on the Calumet River at South Chicago, located on the Pennsylvania Line. The house will be used for transfer and has facilities for handling grain by water as well as rail. Some alterations will be made to the house, Norris & Co. taking possession July 1. Because of their increased facilities the company will be more actively engaged in the domestic business. Frank W. Hotchkiss, who has long been with the company, and Howard Lipsey, the latter severing his present connection with the Lipsey Co., will have charge of the receiving and shipping departments. Mr. Hotchkiss will specialize in small grains and Mr. Lipsey in corn and oats. Branch offices are maintained at Winnipeg, Montreal and Baltimore, and its subsidiary companies are the Norris Grain Co. with offices at Kansas City, Mo., and Wichita, Kan., and Norris Grain Co., of Winnipeg. James Norris is pres. and treasurer; J. S. Norris, vice pres.; A. G. Norris, ass't treas., and Robt. Crombie, sec'y.

INDIANA.

Tillman sta., Baldwin p. o., Ind.—The Nathan Grain Co. is installing a cleaner in the elvtr.

Evansville, Ind.—We are confining ourselves to the flour business at present.—Melrose Mfg. Co.

Markle, Ind.—I am building new coal bins with concrete bottoms and painting elvtr.—J. F. Plice.

Earl Park, Ind.—Barr & Co. are building a 40,000-bu. elvtr. on the Big 4 to replace the plant burned last winter.

York Switch, Ind.—The elvtr. of Wilson Barr Co. was struck by a tornado May 17 and damaged to the extent of \$200.

Ridgeville, Ind.—Miller & Hinton's new 25,000-bu. elvtr. will be equipped thruout with Philip Smith Mfg. Co. machinery.

Fowler, Ind.—We purchased the elvtr. here known as Elvtr. B, from Wilbert Hawkins, Apr. 5.—Flinn & Gaunt, Earl Park, Ind.

La Crosse, Ind.—The Farmers Elvtr. Co. incorporated; capital stock, \$10,000; incorporators, C. H. Tuesburg, J. Manna and C. E. Inskeep.

Laketon, Ind.—Laketon Farmers Elvtr. Co. incorporated; capital stock, \$10,000; incorporators, G. N. Moyer, T. Gushard, J. Miller and others.

Bloomington, Ind.—Rohn Bros. & Co. have bot the elvtr. of the Bloomington Mill & Elvtr. Co. formerly owned by Jessup Nevins & Co.—Fred Durman.

Winchester, Ind.—The Goodrich Bros. Hay & Grain Co. has let contract for a 100,000-bu. concrete elvtr. to the Burrell Engineering & Const. Co. to replace the plant burned May 13.

South Bend, Ind.—Fire was discovered in a local elvtr. recently under 30 tons of chaff and old grain and it took the firemen four hours to remove the rubbish and reach the seat of the blaze.

Winchester, Ind.—A great deal of the damaged grain in the elvtr. of the Goodrich Bros. Hay & Grain Co., which burned May 13, was sold to farmers in the vicinity for 10c per bu. for hog feed.

Decatur, Ind.—Our competitors, the Bowers-Niblick Grain Co., have had their membership increased by two. Twin daughters were born to Sec'y and Mrs. Irven I. Case, June 1.—Burk Elvtr. Co.

La Fayette, Ind.—Over 100 grain dealers met in this city June 11 to discuss the recent storage law passed by the Public Utilities Commission and known as the Spencer-Shively Utility Commission Act.

Morocco, Ind.—The Farmers Elvtr. Co. is building a 50,000-bu. elvtr. to replace the one recently burned. It will be operated by electric power and will be equipped with 2 25-h.p. General Electric Motors, 2 B.S. Constant Safety Self Locking Dumps with McMillan Automatic Dump Controllers attached, 3 Constant Chain Feeders, 800 to 1,000-bu. U. S. Sheller, 1 No. 17 U. S. Cleaner, 2 stands of elvtrs. with 16x7 in. cups, and 1 National Automatic Scale. The building will be on a concrete foundation, and covered with corrugated siding and Johns-Manville Asbestos Roofing. L. S. McMillan has the contract.

INDIANAPOLIS LETTER.

The H. E. Kinney Grain Co. will build small elvtrs. at Taylorville and Mt. Clair, Ind.

While Joe Gehring was watching the Memorial day parade a lady ran her electric upon the gentleman's foot and let it rest there. However, Uncle Joe is again about and attended the Cincinnati meeting.

The Hoosier Grain Co. has discontinued the track buying business and hereafter will conduct a strictly commission and brokerage business. The company has been in business for three years and has a good many friends in the trade.—L. A. K.

The Evans Mfg. Co. has completed its 200,000-bu. reinforced concrete elvtr. The house has 34 bins and was designed and built by the Macdonald Engineering Co. The equipment includes a receiving leg, an elvtr. leg of 8,000 bus. per hour capacity, an independent mill leg, a Howe Double Receiving Separator of 3,000 bus. per hour capacity, manlift, car puller and electric motors.

At the annual meeting of the Board of Trade the following officers were elected: Bert A. Boyd, pres.; A. J. Meyer, vice-pres.; and Tom Oddy, treas.

Acting under the Shively-Spencer Utility Commission Act, published in the Journal May 10, page 702, the Public Service Commission of Indiana has issued the following order: "That every person, firm, company, or corporation, owning or operating any mill, grain elvtr., warehouse or other storage facilities receiving grain, corn, rye, oats, wheat, or any other kind of produce, wares, merchandise, commodity, or any other kind or description of personal property or thing whatever in store, or undertaking to receive or take care of the same with or without compensation or reward is a public utility within this state, and as such is hereby directed, ordered, and required to file with the Public Service Commission of Indiana on or before July 1, 1913, printed or typewritten tariffs showing the schedule of rates, rules and regulations as applicable to elvtr. or public warehouse service, as provided for in Sections 41, 42, and 43 of the Shively-Spencer Utility Act, and as herein before set out and referred to, and otherwise to comply with the provisions of said act, and such other laws of the state as relate to such public utilities and enforceable by said Commission. Said tariffs are required to be printed on plain white paper 11 inches long by 8½ inches wide. Said rates to be so published shall not in any instance be in excess of the rates charged by any utility for like service on Jan. 1, 1913. Said tariffs shall be signed by the owner of any utility when owned by individuals, or by the principal officers of any company, firm or corporation owning or operating the same." The Commission has issued Circular No. 97, containing the provisions of the law governing warehousemen.

IOWA.

Archer, Ia.—The Edmonds-Londergan Co. is painting its elvtrs.

Mt. Union, Ia.—The A. D. Hayes Co. is putting a well in its elvtr.

Ollie, Ia.—The elvtr. of the Jackson Grain Co. burned recently.

Pierson, Ia.—The Farmers Elvtr. Co. will remodel and paint its elvtr.

South Amana, Ia.—Elmer Simpson is rebuilding the elvtr. recently burned.

Lytton, Ia.—T. H. French of Lake City, is now mgr. of the Farmers Elvtr. Co.

Des Moines, Ia.—Taylor & Patton have moved their offices to the Hubbell Bldg.

Flugstad, Ia.—W. F. Maywald has resigned as mgr. of the Farmers Grain Co.

Monteith, Ia.—The foundation for the elvtr. of W. L. Reed have been completed.

Cleghorn, Ia.—The Farmers. Elvtr. Co. has equipped its elvtr. with a Hall Grain Distributor.

Gilmore City, Ia.—Peter Green has succeeded M. Howe with the Gilmore Grain & Elvtr. Co.

Vinton, Ia.—The Harmon Coal Co. of Chicago has taken over the elvtr. of the Bickel Grain Co.

Fort Dodge, Ia.—I am out of the grain business.—A. C. Heath, former agt. for Quaker Oats Co.

Storm Lake, Ia.—The elvtr. of the Farmers Elvtr. Co. is being wrecked to make room for a new house.

Baxter, Ia.—The S. E. Squires Grain Co. purchased a small grain distributor and an ear corn distributor.

Davenport, Ia.—The reopening of the plant of the Corn Products Refining Co. is said to be contemplated.

Lake Park, Ia.—F. W. Gatch of Manning will succeed me as mgr. of the Farmers Elvtr. Co.—J. J. Kramer.

Cresco, Ia.—H. W. Bishop of West Union is interested in the organization of a farmers elvtr. company at this station.

Arthur, Ia.—I have been transferred from Turin to this point.—J. P. Christianson, agt. Trans-Mississippi Grain Co.

Alexander, Ia.—I have bot the elvtr. of the Routt Lbr. Co. at this station and will take possession at once.—W. H. McDowell.

Traer, Ia.—The Farmers Brick, Tile & Elvtr. Co. incorporated; capital stock, \$25,000; incorporators, A. Mathern and others.

Garden Grove, Ia.—The Garden Grove Elvtr. Co. has been dissolved. Chas. D. Wheeland and Henry F. Strohl were the props.

Ralston, Ia.—The Farmers Elvtr. Co. has built a new office with a directors room in it. A new lumber shed has also been built.

Charter Oak, Ia.—A. J. Olson has succeeded John Hansen with Wm. Mair & Co., Mr. Hansen resigning after 13 years' service.

Perry, Ia.—The Neola Grain Co. has moved its auditing office for the Iowa division to this city and W. D. Mundorf, auditor, will be in charge.

Calamus, Ia.—The Farmers Elvtr. Co. incorporated; capital stock, \$7,000; incorporators, Henry Anderson, E. J. Mason, Carl Morgan, Chris Jensen and others.

Union, Ia.—The Farmers Co-operative Elvtr. Co. has changed the name of the firm to that of The Union Grain Co. and has increased its capital stock to \$25,000.

Minburn, Ia.—The recently organized Farmers Elvtr. Co. has bot the elvtr. of W. D. Haymond, Mr. Haymond retiring from the grain business.—B. P. Greenfield, agt. Wright & McWhinney.

Bradford, Ia.—M. R. Gehrke has sold his interest in the firm of Hushka & Gehrke to W. J. Hamilton and we will operate as Hushka & Hamilton.—Hushka & Hamilton.

Conrad, Ia.—F. C. Nichols, formerly in the grain business at Liscomb, has bot a half interest in the grain business of A. W. Randall. The company will build a new elvtr.

Moulton, Ia.—The wife of A. C. Croft, who was convicted and sentenced to a term at the penitentiary for arson in connection with the burning of his elvtr. in the winter of 1911, has been granted a divorce.

Warsaw, Ia.—The Farmers Elvtr. Co. has let contract for a 27x32 ft. elvtr., 40 ft. to the plate, with a 26-ft. cupola. The capacity of the house will be 20,000 bus. and it will be covered with sheet iron. Efforts will be made to have the elvtr. in operation by July 1.

Elberon, Ia.—The recently organized Farmers Elvtr. Co. will buy the elvtr. of the Iowa Grain Co. at this station if a satisfactory price can be agreed upon but the prospects at present are for the erection of a new house. J. C. Shafer is pres. and J. M. Drovak, sec'y and treas.

Hampton, Ia.—C. J. Imholt of Parkersburg has bot the elvtr. of Jacob Pohl and will take charge July 15. Mr. Pohl has been in the grain business here since 1890 and for a number of years before that was employed as an agt. for the line companies. He will move to California.

Iowa Falls, Ia.—E. W. Wichelman, formerly with Lamson Bros. & Co. at Davenport, has formed a partnership with Gordon B. Beil and has taken over the grain commission business of Hamilton & Strickland with offices here and at Parkersburg. The new firm will operate as Beil & Wichelman. Mr. Strickland will be retained as mgr. at Parkersburg.

Des Moines, Ia.—Courtney H. Casebeer, member of the Taylor-Patton Grain Co., and W. E. Ward, of Harper & Ward, were injured June 13 in an automobile accident near the city. Mr. Ward was driving his machine and to avoid a collision with another car, applied the emergency brakes with such force that the car turned two complete somersaults. Mr. Casebeer suffered a broken arm and Mr. Ward was badly bruised but otherwise uninjured. Both men are congratulating themselves on their narrow escape from serious injury or death.

KANSAS.

Osborne, Kan.—H. Thomas is completing a new elvtr.

Lillis, Kan.—The elvtr. of Carrol Walker has been opened.

Victoria, Kan.—The elvtr. of Weber & Co. is being dismantled.

Zurich, Kan.—Mike Graham is repairing and rebuilding his elvtr.

Ashton, Kan.—I have succeeded W. P. McElhinney.—H. W. Tipler.

Ada, Kan.—John T. White, former state grain inspector, died recently.

Penalosa, Kan.—The J. W. Craig Co. is building an elvtr. at this station.

Formosa, Kan.—The Farmers Union contemplates the erection of an elvtr.

Elmo, Kan.—I am repainting my elvtr. at this station.—W. T. Hacker, Wichita.

Ray, Kan.—The Farmers Grain & Supply Co. incorporated; capital stock \$3,600.

Haviland, Kan.—I am now mgr. for the Haviland Equity Exchange.—R. W. Smith.

St. Francis, Kan.—M. H. Meyers is sec'y of the recently organized Farmers Elvtr. Co.

Bucklin, Kan.—A local meeting of the Farmers Elvtr. Co. was held in this city June 16.

Beloit, Kan.—I am now mgr. for the Farmers Union Co-operative Ass'n.—John Tromble.

Kanopolis, Kan.—I have accepted a position with Hurst & Co., Hutsonville, Ill.—A. F. Conrad.

Protection, Kan.—The Millers Grain Co. has started work on its 15,000-bu. elvtr. at this station.

Augusta, Kan.—I will build an 15,000-bu. elvtr. if crop conditions warrant it.—J. J. Mannion.

Topeka, Kan.—The Hoyt, Blanchard Grain Co. has moved to new quarters on North Kansas Ave.

Goddard, Kan.—J. S. Knoblauch has succeeded John Neises as mgr. for the Farmers Elvtr. Co.

Brenham, Greensburg p. o., Kan.—S. L. Gamble is the newly appointed mgr. of the Farmers Elvtr. here.—S.

Haviland, Kan.—The Haviland Equity Exchange has bot the elvtr. of the Larabee Mlg. Co. at this station.

Rock, Kan.—C. C. Barner of Winfield is scoop shoveling at this station.—G. R. Kirby, agt. Conklin Grain Co.

Talmo, Kan.—We have bot the elvtr. of the Concordia Roller Mills here.—C. E. Robinson Grain Co., Salina, Kan.

Hazleton, Kan.—E. A. Jones of Burlington, Okla., has bot the elvtr. of J. B. Vosburg and will personally operate it.

Russell, Kan.—We are building 4 concrete storage bins of about 50,000 bus. capacity.—H. E. Hanna, mgr. Russell Mlg. Co.

Varner, Kan.—We have bot the Deer Creek elvtr. at this station and C. J. Zenger will be agt.—The Rock Mill & Elvtr. Co.

Carlton, Kan.—I am rebuilding my lumber and coal sheds and repainting my elvtr. at this station.—W. T. Hacker, Wichita.

Hewins, Kan.—M. H. Taylor Grain Co. is the name of the company formerly operating under the name of M. H. Taylor.—A. R. B.

Nickerson, Kan.—I was formerly mgr. for the Pacific Elvtr. Co. at Haven, but am now agt. for the Farmers Elvtr. Co. at this station.—J. L. Carr.

Muscotah, Kan.—The Muscotah Grange Elvtr. Co. incorporated; capital stock, \$10,000; incorporators, J. L. Armstrong, T. F. Ryan, J. Q. A. Miller and others.

Bucklin, Kan.—The name of the farmers elvtr. company has been changed lately to Bucklin Co-operative Elvtr. & Supply Co. About 60 new stockholders have been added.—S.

Cawker City, Kan.—The Dockstader Elvtr. will be operated by T. C. Rodgers and R. W. Dockstader after July 1, as the Dockstader-Rodgers Grain Co.—A. T. Davis, Beloit.

Plainville, Kan.—The Farmers Elvtr. Co. is completing a new 50,000-bu. ironclad elvtr. here costing \$12,500. W. W. Young is mgr. The Van Ness Construction Co. had the contract.

Hutchinson, Kan.—A. L. Hausam of Coweta, Okla., Geo. Noll and J. P. Hausam of this city, have formed a company to conduct a grain business in the states of Texas, Oklahoma, Kansas and Colorado.

Oketo, Kan.—The Farmers Co-operative Ass'n incorporated to buy and ship, clean and handle grain, etc.; capital stock, \$15,000; incorporators, C. L. Welley, Liberty, Neb., Chas. D. Knight, Wm. E. Smith and others.

Gilbert, Kan.—R. W. Dockstader and T. C. Rogers have leased the elvtr. of the Baker-Crowell Grain Co. at this station and will operate as the Rodgers-Dockstader Grain Co. after July 1.—A. T. Davis, Beloit.

Beloit, Kan.—After July 1 the Dockstader Elvtr. will be operated by R. W. Dockstader and T. C. Rodgers as the Rodgers-Dockstader Grain Co. I am out of the grain business after 35 years at this point and 13 in Iowa.—A. T. Rodgers.

Minneapolis, Kan.—The grain dealers of the Solomon-Beloit District of the Kansas Grain Dealers Ass'n held a meeting in this city June 6 with Pres. W. C. Brown and Sec'y Smiley in charge. The object of the meeting was to discuss a means to reform the wheat inspection system of Kansas and Nebraska.

Zurich, Kan.—The Farmers Elvtr. Co. has let contract to the P. H. Pelkey Constr. Co. for an elvtr. to be equipped with a 12-h.p. oil engine, 1,000-bu. Richardson Automatic Scale, 5-ton Howe Wagon Scale, No. 177 Eureka Cleaner and safety manlift. The house will replace the one burned Apr. 29.

Larned, Kan.—G. W. Lawrence of this city has been employed as a solicitor by the Farmers Grain Dealers Ass'n of this state in an effort to establish a farmers elvtr. in all towns where enuf grain is shipped to make it profitable. He is the first general solicitor the farmers have ever placed on the road.

Osage City, Kan.—I have bot the interests of F. B. Bonebrake in the Osage City Grain & Elvtr. Co. and will build a 15,000-bu. ironclad elvtr. on the site of the house burned May 13. The new elvtr. will be equipped with the latest machinery and operated by electric power. A large ironclad warehouse will also be built in connection with the elvtr. for flour and mill feed. The name of the company will not be changed.—F. M. Miller.

Hutchinson, Kan.—We are working night and day on our 125,000-bu. terminal elvtr. We are building it entirely of reinforced concrete and more storage capacity can be added at any time. It will be equipped with a 100-ton Howe Scale, cleaners and electric motors and will be located on the joint tracks of the Santa Fe, C., R. I. & P. and Mo. P. R. R.'s and will handle grain coming into this market over all three roads. It is our intention to handle considerable track grain on the 3 roads and to make daily bids giving destination weights and grades at Hutchinson, enabling shippers to get prompt returns. We will operate as the Hutchinson Terminal Elvtr. Co. E. T. Guymon is vice-pres., Eugene Hipple sec'y, Chas. Summers treas., F. J. Hipple ass't mgr. and myself pres. and gen. mgr.—F. E. Hipple.

WICHITA LETTER.

The offices of the Kansas Flour Mills Co. have been moved to the Sedgwick Bldg.

Harry Stover, formerly with the Kemper Grain Co., is now with the Wichita branch of the Roehen-Cary Grain Co.

L. H. Powell has bot the Board of Trade membership of B. C. Christopher and has made application for admission.

The Stowers Grain Co. of Fort Worth, Tex., has discontinued its office in this city and C. N. Ranson, local mgr., has returned to Fort Worth.

The Roehen-Cary Grain Co. has opened a branch office in the Board of Trade Bldg. with P. F. Cary in charge. A general grain commission business will be carried on.—S.

J. R. Harold has succeeded Paul Noble as mgr. of the Wichita office of the Mofatt Com's'n Co., Mr. Noble resigning to become sec'y of the recently organized Wichita Terminal Elvtrs. Co.

H. W. West, formerly with the Ernst Davis Grain Co. of Kansas City, will succeed Fred C. Dymock as wheat buyer for the Kansas Mlg. Co., Mr. Dymock having accepted a position with the McCullough Grain Co.

E. M. Elkin, who has been in the brokerage business at this point for the last four years, has accepted a position with the Hall-Baker Grain Co., and will travel in Southwestern Kansas, with headquarters at Wichita.

The Kansas Millers Commercial Club at a meeting in this city June 11, adopted a resolution declaring that members of the club will not buy or accept grain on Board of Trade inspection and recommending state inspection of all grain.

At a meeting of the members of the Wichita Board of Trade June 10, the following officers were elected: C. A. Baldwin, pres.; J. W. Craig, vice-pres., and Geo. Koch, Paul Noble, Clark Burd, W. J. Anderson, H. Imboden, E. M. Kelly and J. B. Hupp, directors.—A. R. B.

The Wichita Terminal Elvtrs. Co. is sending out thru its sec'y, Paul Noble, an 8 page booklet, setting forth the need and advantages to be derived from the establishment of a terminal elvtr. at this point and soliciting shares of preferred stock in the new company. The company hope to be able to build the house this season.

KENTUCKY.

Louisville, Ky.—Announcement has been made of the engagement of Miss Amy Brandeis, daughter of Alfred Brandeis of A. Brandeis & Co., to W. Harold McCrery.

LOUISIANA.

Lake Charles, La.—The Lake Charles Grain Co. incorporated; capital stock, \$50,000; R. C. Miller, pres., and E. O. McCain, sec'y.

New Orleans, La.—C. B. Fox will have charge of the office of the recently incorporated Fox-Miller Grain Co. of Kansas City, Mo., in this city.

Shreveport, La.—The plant of the Hamite-Busby Mill & Elvtr. Co. has been sold to the Commercial Natl. Bank for \$20,000, the sale being made thru bankruptcy proceedings.

Receipts of grain at New Orleans during May included 1,504,000 bus. of wheat, 200,000 of corn and 334,000 bus. of oats; compared with 5,000 bus. of wheat, 236,000 of corn and 144,000 bus. of oats received during May, 1912. Shipments for the month included 1,240,000 bus. of wheat, 104,000 of corn, and 48,000 bus. of oats; compared with 1,000 bus. of wheat, 143,000 of corn, and 2,600 of rye shipped during May, 1912.—H. S. Herring, sec'y Board of Trade.

MARYLAND.

Hagerstown, Md.—Walter Scott Kennedy, a retired grain dealer, died recently at the age of 81.

Arcadia, Md.—J. F. Armercott & Son will build a new warehouse and elvtr.—W. T. Algire, Fowblesburg.

BALTIMORE LETTER.

Wm. H. Spedden, one of the oldest members of the Chamber of Commerce, died June 11, at the age of 78.

Henry E. Wack, who for over 20 years has been identified with the grain trade of this city is now with E. Steen & Bros. in charge of their grain dept. For nearly 15 years this firm has specialized in hay and have received sufficient encouragement from grain shippers to establish a grain receiving and shipping dept.

The first new wheat to reach this market arrived June 14 from Lancaster County, Virginia. The shipment consisted of 52 bags of grain in excellent condition, clean, good color, well developed and free from weed seeds or garlic and sold at 97c per bu. The first wheat to arrive in 1912 reached the market on June 22, and was shipped from tidewater counties of Virginia. It amounted to 274 bus. and sold at \$1.03 to \$1.20 per bu.

The following com'ites for the ensuing year have been appointed by the directors of the Chamber of Commerce: Wheat, Charles P. Blackburn, chairman, John M. Dennis, Thomas Johnston, L. M. Jackson, E. O. Boyd; corn, T. M. Maynadier, chairman, J. A. Manger, F. A. Meyer, Joseph G. Reynolds, William Rodgers; oats, John J. Snyder, chairman, Richard C. Wells, Robert D. Sinton; rye, J. Frank Ryley, chairman, E. H. Beer, Edwin Hewes.

MICHIGAN.

Gregory, Mich.—The elvtr. of Bullis & Kuhn was struck by lightning in a recent storm and slightly damaged.

Grand Rapids, Mich.—The Watson Higgins Mfg. Co. will equip its elvtr. with a Hall Non-mixing Signaling Grain Distributor.

Lansing, Mich.—The Michigan State Millers Ass'n will hold its summer meeting July 11, at the Michigan Agriculture College in this city.

Detroit, Mich.—F. W. Harrison, chief grain inspector of the Board of Trade, has resigned on account of ill health and Wm. Becker, his asst., has succeeded him in office.

M. G. Ewer, sec'y of the Michigan Hay & Grain Dealers Ass'n, is sending blotters to the trade calling attention to the annual convention of the ass'n at Flint, July 30 and 31.

Breckenridge, Mich.—The recently organized Farmers Elvtr. Co. is building a 20,000-bu. elvtr. on the P. M. R. R. and will equip it with a 10-h.p. and a 30-h.p. engine and grain cleaning and bean picking machinery. A. L. Giles is pres. of the company.—B. L. Case, sec'y.

MINNESOTA.

Freeport, Minn.—A farmers elvtr. company is being organized.

Alpha, Minn.—I have succeeded J. Aden as mgr. of the Bowman Mill Co.—E. C. Starnes.

Janesville, Minn.—The Farmers Elvtr. Ass'n will install a wagon dump scale in its elvtr.

Madison, Minn.—John Hagebak is not at present mgr. of the Madison Merc. & Elvtr. Co.

Cazenovia, Minn.—O. M. Edsall on June 1 succeeded Chas. Dingler as mgr. for E. A. Brown.

Darfur, Minn.—Mr. Schulte has succeeded B. F. Bertrand as mgr. for the Farmers Elvtr. Co.

Pipestone, Minn.—Geo. F. Lange will succeed Thos. McQuoid as sec'y of the Farmers Co-operative Co.

Isanti, Minn.—The Varly Walters Co. of Minneapolis is a new firm here but has not built an elvtr.—E. C. Brandes.

Amiret, Minn.—The Farmers Elvtr. Co. is now in possession of the elvtr. of G. W. Van Dusen & Co. Wm. Sadelhoff is mgr.

Barry, Minn.—J. A. McBrady, who has been leasing the elvtr. of the Monarch Elvtr. Co., has bot the elvtr. of the Farmers Elvtr. Co.

Montgomery, Minn.—The Commander Mill Co. contemplates the addition of a steel storage tank to its plant at this point.

Trail, Minn.—Hans Degerness of McIntosh has succeeded J. H. Dahl as mgr. for the Farmers Elvtr. Co.—Farmers Elvtr. Co., Gully.

Gully, Minn.—We have installed a Fairbanks Automatic Scale. I will remain as mgr. for another year.—L. H. Aos, mgr. Farmers Elvtr. Co.

Buffalo Lake, Minn.—The directors of the Buffalo Lake Farmers Elvtr. Ass'n will wind up the affairs of the company and go out of business.

McIntosh, Minn.—M. Lund of Hatton, N. D., has succeeded me as mgr. of the Andrews Grain Co.—H. F. Degerness, mgr. Farmers Elvtr. Co., Trail.

Bigelow, Minn.—I have bot the elvtr. of the Skewis Grain Co. and will take possession July 1, operating as Kramer Bros.—J. J. Kramer, Lake Park, Ia.

Holdingford, Minn.—I will build an up-to-date elvtr. on the Soo right of way at this station and will have it ready for operation Sept. 15.—J. B. Klasen.

Grand Meadow, Minn.—I will take charge of the elvtr. of the Farmers Elvtr. Co. at this station July 1.—E. G. Ely, former mgr. Farmers Elvtr. Co., Welcome.

Wells, Minn.—We expect to build an elvtr. sometime this year on the C. M. & St. P. R. R. It will have a capacity of about 30,000 bus.—Wells Flour Mfg. Co.

Owatonna, Minn.—A. M. Schuette, former mgr. of the Farmers Elvtr. Co., and J. A. Bartz are building an iron clad elvtr. at this station and expect to have it ready for business July 1.

Carlisle, Minn.—Henry Settre, mgr. of the Farmers Grain & Elvtr. Co., caught his right hand in the elvtr. belt, June 6, the bones of his wrist being badly crushed before he was released.

Madelia, Minn.—The old elvtr. of the Skewis Grain Co. is being torn down and will be re-erected on the site of the Farmers Elvtr. which burned Mar. 28. It will be enlarged and remodeled by the C. S. Christensen Co., who will operate it.

Mankato, Minn.—Byrnes Bros. have asked permission of the city council to move their elvtr. to a new site on the Gt. W. tracks, offering to brick veneer the building and cover it with a metal roof.

Eden Valley, Minn.—Auditor Thiel of the Equity Exchange has just audited the books of the Eden Valley Farmers Elvtr. Co. and reports that the actual shortage of the company amounts to only \$1,300. The company has been reported in financial difficulties and the shortage placed from \$7,000 to \$10,000. Mr. Thiel says it is entirely due to mismanagement and a defective system of account keeping. The company has decided to continue the business with a new set of books.

DULUTH LETTER.

F. J. Seidel has applied for membership in the Board of Trade.

The Board of Trade is sending a 16-page "booster" booklet to the trade, calling attention to the "Lark o' the Lake" celebrations in this city and extending a special invitation to all grain shippers to come to Duluth not only for a good time, but to see how the board handles their grain, how the inspection and weighing depts. do their work and how the terminal elvtrs. are operated.

Receipts of grain at Duluth included 4,153,334 bus. of wheat, 19 of corn, 757,155 of oats, 775,197 of barley and 90,209 bus. of rye; compared with 1,744,806 bus. of wheat, 7,936 of corn, 456,514 of oats, 110,490 of barley and 12,517 bus. of rye received during May, 1912. Shipments for the month included 3,773,617 bus. of wheat, 47,014 of corn, 1,429,925 of oats, 1,109,590 of barley and 83,086 bus. of rye; compared with 9,520,149 bus. of wheat, no corn, 3,889,606 of oats, 290,840 of barley and 88,096 bus. of rye shipped during May, 1912.—Chas. F. Macdonald, sec'y Board of Trade.

John A. Savage and J. S. Haglun have been admitted to membership in the Board of Trade and V. W. Lovejoy has withdrawn from membership.—Chas. F. Macdonald, sec'y.

The Consolidated Elvtr. Co. has let contract to the Barnett & Record Co. for the \$70,000-bu. addition to Elvtr. "D," to consist of 32 reinforced concrete storage tanks to cost \$150,000. Work will be started at once and an effort made to complete the addition by Feb. 1, 1914.

MINNEAPOLIS LETTER.

F. L. Stone of Benson has been elected to the vice-presidency of the Atwood-Stone Co., succeeding the late W. H. Stone.

Memberships in the Chamber of Commerce will be assessed on a valuation of \$1,100 each and the real estate holdings of the exchange will be assessed separately.

The case of Pliny E. Cooper, former sales mgr. of the Equity Co-operative Exchange, charged with embezzlement of \$3,871.42 from that firm in connection with a purchase of wheat, has been postponed to Sept. 8. Mr. Cooper was released on bail.

The membership of Geo. C. Howe has been transferred to G. R. Martin and the request for the transfer of the membership of J. P. Hennessey to Frank W. Falk has been posted. M. Blewett has applied for a traveling representative's license to represent the Van Dusen-Harrington Co.

The Geo. C. Harper Co. and C. O. Kalkan & Co. have ceased to hold firm memberships in the Chamber of Commerce and Hennessey & Murphy have been granted a firm membership in the exchange. The membership of C. L. Bostwick has been posted for transfer to E. S. Woodworth.

Joseph P. Hennessey and James T. Murphy have opened a grain commission office in the Flour Exchange Bldg. and will operate as Hennessey & Murphy. Both of the members of the new firm were formerly connected with McCarthy Bros. & Co., as traveling representative and cash grain salesman.

MISSOURI.

Wheaton, Mo.—The Neosho Mfg. Co. will build an elvtr.

Amoret, Mo.—The elvtr. of Frank Oline is now in operation.

Gallatin, Mo.—The elvtr. of Homer Muselman has been completed.

Aurora, Mo.—J. S. Flautt is now in charge of the Majestic Mfg. Co. of this city.

Fairfax, Mo.—L. W. Bigley is a scoop shoveler at this station.—J. O. McClintock.

Pleasant Green, Mo.—Leo Felton and O. J. Schlatz are scoop shoveling here.—S. L. Rissler.

Charleston, Mo.—We have bot out the Crenshaw Grain Co.—O. A. Crenshaw Grain Co.

Salisbury, Mo.—T. E. Scalli is temporary mgr. of the recently organized Farmers Elvtr. Co.

Bridgeton, Mo.—The Schultz & Niemeler Commission Co. has purchased a Hall Non-mixing Grain Distributor.

Canton, Mo.—A. S. Nelson is scoop shoveling and we are the only regular shippers here.—Haney & Wise.

Mt. Vernon, Mo.—H. H. Steele has succeeded J. M. McCaule at this station.—Holland & O'Neal Mfg. Co.

Springfield, Mo.—The Ozark Water Mills have bot the grain and feed business of Geo. Turner.—Newton Grain Co.

Edina, Mo.—W. T. Wilson succeeded A. Fisher in the grain business at this station and is the only grain buyer here.—S.

Kearney, Mo.—The Henderson Mfg. Co. has installed a complete equipment of new machinery, Murphy Mfg. Co. doing the work.

Urich, Mo.—The Farmers Elevator Co. has installed a complete equipment of new machinery. The Murphy Mfg. Co. did the work.

Clyde, Mo.—We are installing a portable wagon dump at this station. Proctor & Graham are scoop shovelers here.—P. D. Blake Grain Co.

Steedman, Mo.—We were formerly located at Rhineland, but are now at this station and now operate as Becker & Son.—Becker & Son.

Lexington Junction, Henrietta p. o., Mo.—We are installing a 3-h.p. electric motor to help us handle the new wheat crop.—W. A. Sisk, mgr. W. H. Perrine & Co.

Edina, Mo.—J. L. Cornelius does not handle grain at this station; he specializes in seeds, being the only seed buyer here. He has a large warehouse adapted to his purposes.—S.

Maywood, Mo.—We have sold our elevator to J. W. White & Co. I am thinking of entering the grain business again. Am at Anoka, Minn., at present.—F. A. Barr of F. A. Barr & Son.

Clifton City, Mo.—I have sold my warehouse to E. B. Edmonston, and think he will build an elevator later on. Several scoop shovelers operate at this point.—S. L. Rissler, Pleasant Green.

Pleasant Hill, Mo.—We are the only regular grain buyers here at present. When the new crop comes on there will be a scoop shovel man or two.—Ben B. Hunt, Hunt Bros. Mfg. Co.

Sibley, Mo.—T. J. Hedrick & Son of Buckner, Mo., as also T. B. Hudspeth buy grain at this station. They have no elevator facilities, and whatever grain is handled is scooped into cars.—S.

Conception Junction, Mo.—We are building a 12,000-bu. elevator at this station. R. M. Van Ness Constr. Co. has the contract. Heekin Bros. are scoop shovel shippers at this point.—P. D. Blake Grain Co.

Hardin, Mo.—We are overhauling our elevator, putting in new driveway and dump, and also new elevator belt and larger cups. This will increase our loading capacity materially.—R. V. Seward & Sons.

Maywood, Mo.—D. H. Brinkley, Sam Quinn and W. M. Quinn have formed a partnership known as the Maywood Elevator Co., succeeding F. A. Barr & Son. They will handle grain, flour, feed and coal.—S.

Ludlow, Mo.—We expect to complete our elevator by July 1 and to have it equipped with the latest machinery. We are the only regular dealers at this station.—N. S. Warner, of the Ludlow Grain & Elevator Co.

Purdy, Mo.—W. J. Lough is out of business at this station and both elevators now belong to us. We expect to handle from 120,000 to 150,000 bus. of wheat this year.—Jacob Strock, mgr. Farmers Elevator Co.

Durham, Mo.—No elevators at this station. In former years Garkie Bros. bot here, but are now farming and it is a matter of doubt as to who will buy grain this season. The possibilities are that William Zipse, the stock buyer, will buy wheat.—S.

Brighton, Mo.—The new elevator of the Schultz & Niemeler Com'n Co. has been finished and the machinery is being installed. The elevator is of concrete and has a capacity of 16,000 bus. The Macdonald Engineering & Constr. Co. had the contract. The house will be put into operation July 1.

Marceline, Mo.—No elevator here. Any grain shipped from this station is scooped into cars. The crop situation commences to change here and by the time Hurdland, Mo., is reached the country is no longer so well adapted to wheat raising, and more attention is given to the raising of corn and oats. The corn, however, is nearly all fed, while the oats are shipped out. Because of this fact, the grain business from a shipping standpoint is a small proposition and does not warrant an expensive elevator, the business being mostly conducted thru warehouses which have a capacity for only two or three cars of grain.—S.

Hamilton, Mo.—Frank Clark, who owned and operated the elevator here, is dead and the elevator is now owned by his widow, but is not in operation and probably will not be opened by her. A. D. Warren is a scoop shoveler at this station.—Elmer Clark.

KANSAS CITY LETTER.

Chas. H. Manning has bot the Board of Trade membership of C. J. Wolaver.

Daniel Newport Barnhill, a retired grain dealer of this city, died June 5 at the age of 76.

The recently incorporated Fox-Miller Grain Co. has opened an office in the Board of Trade Bldg.

The Bolney Mills are erecting a new 100,000-bu. storage elevator as an addition to their plant.

The Aylsworth, Neal, Tomlin Grain Co. will operate the Murray Elevator July 1. The elevator has just been closed for repairs to make ready for the new tenants.

Otto Swallow, formerly with the Standard Grain & Mfg. Co. and for several years mgr. of the Hays City (Kan.) Mfg. & Elevator Co., is now a member of the firm of Snodgrass & Co.

The Missouri Pacific Elevator is the only strictly public elevator here. Grain can be transferred there at $\frac{1}{8}$ c per bu., while all the other elevators are under the management of other interests and charge $\frac{1}{4}$ c per bu. for transferring.—S.

Reinforced concrete is being used exclusively in the elevator of the C., R. I. & P. Ry. Co. now under construction, the elevator building resting on 2,000 concrete piles for a foundation. The plant will consist of 71 concrete tanks, 22 being circular bins, 24 ft. in diameter and 85 ft. high, and 49 bins of the same height and 9x9 ft. square.

The Board of Trade Bldg. is undergoing a general overhauling. Practically all of the tenants have at various times been compelled to move about and at the present time it is difficult to locate some of the grain men. They have desk room in possibly two different offices and have the bookkeeping department at one place and the manager's desk in another.—S.

ST. LOUIS LETTER.

The regular elevators here have their storage space well covered by insurance and will carry grain delivered on contracts thus protecting those who need insurance.

The first car of new wheat to reach this market was received June 18, shipped by the Brown-De Field Grain Co. from Charleston, Mo., Mississippi County, to the Elmore-Schultz Grain Co. It graded No. 2 red, testing 59 lbs., was clean and perfectly dry and sold to Frederick Young at $96\frac{1}{2}$ c. The first car to arrive last year was received June 17 from Oklahoma and sold for \$1.08.

The following have recently been admitted to membership in the Merchants Exchange: Sylvester P. Steed, Samuel Weissman, M. S. Beals, U. G. Monett, John I. Glover, Robert Edwin Cowan, C. F. Geo. Lange, M. E. Greenleaf, Jos. S. Geisel, D. C. Kerckhoff and Wm. A. Thomson. The memberships of F. D. Gill, F. N. Judson, P. C. Platt, Benj. A. Neal, Henry S. Platt, Jr., Albert Rothschild, Chas. M. Fresch, James W. Shaw, L. T. Swancutt, Frank H. Servatius and Wm. C. Johnston have been transferred.—Eugene Smith, sec'y.

The following amendment to the rules of the Merchants Exchange, effective June 30, has been adopted by the directors: "Proprietors or mgrs. of such elevators or warehouses shall make and publish the following maximum rate of storage for grain of such grades as are permitted to be delivered on time contracts under the rules of the Merchants Exchange of St. Louis: for wheat and corn in bulk, 1c per bu. for the first 10 days or part thereof, and $\frac{3}{8}$ of 1c a bu. for each subsequent day; for oats in bulk, $\frac{1}{2}$ c a bu. for the first 10 days or part thereof, and $\frac{3}{8}$ of 1c a bu. for each subsequent day."

MONTANA.

Sidney, Mont.—The Farmers Elevator Co. has been incorporated by R. S. Nult and W. A. Hardy.

Redstone, Mont.—The farmers of this vicinity are interested in the organization of an elevator company.

Denton, Mont.—W. M. Clark of Grandin, N. D., contemplates the erection of an elevator at this station and at Coffee Creek, ne p. o.

Cascade, Mont.—The plant of the Cascade Mfg. & Elevator Co. was struck by lightning in a recent storm and slightly damaged.

Baker, Mont.—I am now agt. for the Bagley Elevator Co. at this station.—B. J. Morey, formerly agt. for John Hakanson at Hettinger, N. D.

Deer Lodge, Mont.—Deer Lodge Grain & Creamery Co., incorporated; capital stock, \$10,000; incorporators, E. L. Smith, H. P. Mollenberg, Magnus Hansen and Geo. Fisman.

Choteau, Mont.—The recently incorporated Farmers Elevator Co. will build four elevators this fall, one at this station, one between here and Power, one at DeWitt and one at Bynum.

Scobey, Mont.—Farmers have decided to build an elevator at this station and have elected Henry Lowe and Louis Peterson, both of Culbertson, as temporary pres. and sec'y. The town is on the new Plentywood extension of the G. N.—L. P.

Deer Lodge, Mont.—The Deer Lodge Elevator Co. has let contract to Napper & Persson for a 35,000-bu. elevator fully equipped with cleaner, grinder, 25 h.p. motor and the latest elevator machinery, everything to be operated from the working floor such as levers for gates and switches.

Helena, Mont.—We are indebted to the Montana State Grain Inspection Dept. for a copy of the recent law creating a state grain inspection dept. Some of the most important provisions of the act are as follows: a supervising inspector is to be appointed by the governor on the recommendation of the chief grain inspector at any point at which there is one or more public elevators or warehouses; fees shall be collected for inspecting and sampling each car load of grain and for weighing out, the charge not to exceed \$1.00 per car; for reinspection where the former grade and inspection are sustained the charge will not exceed \$1.00 per car; when extra samples of car lots of grain inspected are demanded the charge shall be 25c per sample; the chief inspector's office shall be located in this city; charges for storing and handling grain, except flax, including the cost of receiving, elevating, insuring and delivery, shall be, for the first 15 days, or part thereof 2c per bu., and for each 15 days or part thereof; after the first 15 days, $\frac{1}{2}$ c per bu.; and for continuous storage between November 15 and May 15 following, not more than 4c per bu. The charge for cleaning, when cleaned at request of owner, shall be 1c per bu. The rates for receiving, elevating, insuring and delivering and 15 days storage of flax shall be 4c per bu., and for cleaning flax 2c per bu.; a grain grading com'te shall be appointed by the governor each year on a date to be annually fixed by the chief inspector, to establish for all kinds of grain bot and sold in the state, grades to be known as Montana grades, the com'te to consist of 3 members; the governor shall establish by proclamation points in the state where grain inspection shall take place.

NEBRASKA.

Lebanon, Neb.—F. S. Staples is now mgr. of the Farmers Co-operative Ass'n.

Kesterson sta., Fairbury p. o., Neb.—G. W. Gregory is repairing his elevator.

Hendley, Neb.—Walter Cornell is now mgr. of the Farmers Business Ass'n.

Schuyler, Neb.—W. A. Lumburg is mgr. of the recently organized Farmers Grain Co.

Plymouth, Neb.—The elvtr. of L. F. Elmerier is being reconstructed and enlarged.

Palisade, Neb.—F. C. Trotter & Co. have installed a feed mill in their elvtr.—E. A. Felziers.

Scotia, Neb.—The elvtr. of the Omaha Elvtr. Co. was struck by lightning June 1 and burned.

Fairbury, Neb.—O. Vanier has recently built new coal sheds in addition to his elvtr. here.—S.

Walthill, Neb.—R. M. Johnson has succeeded A. D. Skinner as mgr. for the Farmers Grain Co.

Eustis, Neb.—I have succeeded J. W. Velti as mgr. for the Eustis Grain & L. S. Ass'n.—H. F. Wagner.

Omaha, Neb.—Chas. H. Wright, asst. mgr. of the Nebraska-Iowa Grain Co. at this market has disappeared.

Chester, Neb.—I. B. Stewart is now mgr. of the Farmers Elvtr. Co., taking the place recently vacated by Harry Heintz.

Farwell, Neb.—Peter Krogh will retire from the management of the Farmers Elvtr. Co. July 1, after many years of service.

Lexington, Neb.—The Lexington Mill & Elvtr. Co. has let contract for a 16,000-bu. elvtr. to replace the one burned last winter.

Merchiston sta., Genoa p. o., Neb.—I have accepted a position to manage the elvtr. of the Kent & Burke Cattle Co.—Geo. A. Haag.

Elba, Neb.—The elvtr. of the Farmers Elvtr. Co. was recently threatened with destruction by fire when an adjacent building burned, but escaped with a slight scorching.

Bee, Neb.—The elvtr. of the Bee Elvtr. Co. burned June 7; loss \$4,000. The elvtr. contained a carload of corn and one of wheat. The fire is believed to have been of incendiary origin.

Omaha, Neb.—C. W. Adams, formerly of the Interstate Grain Co., will have charge of the office of the Flanley Grain Co. in this city instead of Chas. Flanley as reported in this column June 10.

Winslow, Neb.—E. O. Spielberg, former pres. and mgr. of our company, has resigned as mgr. and sold the most of his interests in the company.—F. H. Lange-wisch, mgr. El. O. Spielberg Co.

Julian, Neb.—The report that L. W. Sage wud build an elvtr. at this point is erroneous. Mr. Sage writes: Someone has evidently made a mistake in regard to my building. I have no intentions of doing so at present.

Heartwell, Neb.—I am not with F. G. Endleman of Omaha or the Mason Gregg Grain Co. of Kansas City, but will be with the Shannon Grain Co. at this station for the coming year.—C. H. Taylor, formerly at Hastings.

Nelson, Neb.—The report that J. H. Gregg was building an elvtr. at this station is incorrect. Jensen Sons of Nelson write: J. H. Gregg is not building an elvtr. here, but has completed a 10,000-bu. house at Edgar and is now open for business.

Manley, Neb.—By an explosion of gasoline in the elvtr. of John Tighe May 30, Leo Tighe, son of the prop. was badly burned and later in the day, Mr. Tighe himself became entangled in the machinery in the elvtr. and is laid up with a broken arm and a crushed chest.

Edgar, Neb.—The elvtr. of Lee Hill burned at 2 a. m. June 13. The fire had gained such headway when discovered that both building and contents were doomed; loss on building \$7,000, on grain \$2,000; insurance on building \$4,200, on grain \$2,000. A box car on the track by the elvtr. was also burned. Work has been started on a new elvtr. and it will be in operation within 60 days.

NEW ENGLAND.

Belfast, Me.—Lendall T. Shales, senior member of L. T. Shales & Son, grain dealers, died June 12 from kidney trouble. Mr.

Attleboro, Mass.—Wm. A. Battey, member of the Boston Chamber of Commerce, died June 14 at the age of 73. Shales was 65 years old.

Newbury, Vt.—The grain store of C. O. Clifford, owned by M. C. Knight, was burned June 14, in a fire that caused a property loss of \$50,000.

Clinton, Mass.—The Wallace Grain Co. has bot the old freight house of the N. Y., N. H. & Hart. Ry. Co. and will move it to a new site and use it as a grain warehouse.

Millbury, Mass.—The roof of the elvtr. of Henry Houghton was struck by lightning at 3 p. m., June 7, the bolt descending the chimney and setting fire to a pile of bagged oats. The blaze was quickly extinguished, however, and the damage was slight.

Sidney sta., Augusta p. o., Me.—The Sidney Farmers Union was organized at a meeting held June 5 and the following officers elected: Chas. Graves, pres.; Omar Cunningham, sec'y, and Lyman Morse, A. Bailey and H. Hammond, directors. The local will be affiliated with the Central Maine Farmers Exchange of Waterville. Similar locals will be formed at Vassalboro, Fairfield, Albion and Clinton, and meetings will be held to discuss the formation of companies at Bridgton, Harrison and Waterford. Emery E. Austin, mgr. of the Farmers Grain & Supply Co. is interested.

Boston, Mass.—The Directors of the Port have announced that they will build an immense dock and railway terminal on the old Eastern R. R. property on the East Boston side of the Harbor, making it similar to the big Commonwealth Pier on the south side. The Boston & Albany Ry. Co. will make the same rates on grain to the new terminal as to its own adjoining property and will extend its grain conveyor galleries from its elvtr., thus saving the directors the expense of putting up an elvtr. for the present. The Boston & Maine and New Haven R. R. Co.'s will also make the same rates to the new terminal.

NEW JERSEY.

Orange, N. J.—The Orange Hay & Grain Co. incorporated; capital stock, \$50,000; incorporators, E. L. Smith, W. P. Smith and W. L. Otterbein.

Communipaw sta., Jersey City p. o., N. J.—A grain drying system will be installed in the new elvtr. of the Lehigh Valley Ry. Co. at this station.

Townley sta., Elizabeth p. o., N. J.—The elvtr. and hay sheds of Chas. Schaefer & Son of New York burned May 27; loss \$50,000. Thirty carloads of grain on a siding near the elvtr. were hauled to safety.

NEW YORK.

East Greenwich, N. Y.—The East Greenwich Mills Co., incorporated to deal in grain, hay, feed, flour, etc.; capital stock, \$10,000; incorporators, Jarvis P., John F. and Elizabeth L. O'Brien.

Brooklyn, N. Y.—James Rollins, for 50 years in the grain and feed business in this city, stepped in front of a street car, May 28, in an effort to dodge an automobile, and was instantly killed. He was 85 years old.

New York, N. Y.—At the recent annual election of the Produce Exchange the following officers were named: John Aspegren, pres.; J. Ward Warner, vice-pres.; Edward C. Rice, treas.; mgrs. for 2 years, Lyndon Arnold, John Gledhill, Chas. F. Cassidy, O. H. Montgomery and T. Ashley Sparks.

BUFFALO LETTER.

One of the floating grain driers of the International Grain Co. was recently badly damaged by fire, the loss amounting to \$10,000.

The floating grain drier Helena of the Armour Grain Co. was sent to this port to help dry out the 600,000 bus. of grain stored in the Erie Elvtr. at the time of the fire May 15, and much of the grain was saved.

Buffalo, N. Y.—The following com'te on inspection and weighing has been appointed by the directors of the Corn Exchange: H. C. Harrison, W. E. Townsend, A. B. Black, F. E. Ogden and L. S. Churchill.

The Hess Pneumatic Drier and Cooler at the elvtr. of the Iron Elvtr. & Transfer Co. has been operating day and night on the salvage grain from the ruins of the Erie Elvtr., and has proved of great assistance in saving the damaged grain.

The 500,000-bu. elvtr. and the grain storage house of the Husted Mlg. & Elvtr. Co., known as the Nickel Plate Elvtr., were wrecked by a dust explosion at 5:15 p. m., June 24. Fire followed the explosion and destroyed the wooden half of the elvtr. with its contents causing a loss of \$200,000, covered by insurance. Five men were killed outright and 60 were badly injured and it is thot many of them will die. Ten men jumped from the blazing building to the roof of an adjacent feed shed and were rescued by firemen. All but four of the 150 employes in the building when the explosion occurred have been accounted for. Twelve cars of grain on the switch track near the elvtr. were also burned.

NORTH DAKOTA.

Ross, N. D.—I will paint and overhaul my elvtr.—Wm. Nott.

Karlsruhe, N. D.—The Minnekota Elvtr. Co. will build an elvtr.

Arthur, N. D.—The elvtr. of the Farmers Elvtr. Co. is being painted.

Scranton, N. D.—The elvtr. of the Empire Elvtr. Co. burned recently.

Heimdahl, N. D.—The Minnekota Elvtr. Co. will build an elvtr. at once.

Bisbee, N. D.—Alfred Euclid is building a 40,000-bu. elvtr. at this station.

Selz, N. D.—The Minnekota Elvtr. Co. will build an elvtr. at this station.

Berlin, N. D.—Farmers in this vicinity contemplate the erection of an elvtr.

Havana, N. D.—Leif Bros. of Sandborn, have bot the elvtr. of Waddell & Grimes.

Hankinson, N. D.—D. E. Ryan & Co. of Minneapolis will build an elvtr. at this station.

Fairdale, N. D.—P. L. Solberg and Ole Haug have bot the elvtr. of the Woodworth Elvtr. Co.

Sterling, N. D.—L. R. Whiting, mgr. for the Powers Elvtr. Co., was married June 3 to Miss Thorston.

Grandin, N. D.—The Independent Grain Co. has been organized in this city to buy a line house or build an elvtr.

Harmon, N. D.—The elvtr. of the Occident Elvtr. Co. was struck by lightning May 19 and burned to the ground.

Dickinson, N. D.—M. Booky has bot the plant of the Dickinson Roller Mlg. & Elvtr. Co. and will take possession July 20.

White Earth, N. D.—We are moving our elvtr. to industrial tracks. All elvtrs. here have to be moved.—Farmers Elvtr. Co.

The new law of North Dakota requiring railroads to cooper cars for grain is published elsewhere in this number of the Journal.

Medbury, N. D.—The Medbury Elvtr. Co., incorporated; capital stock, \$10,000; incorporators, W. H. Long, W. C. Sanborn and T. Martin.

Rugby, N. D.—The Farmers Elvtr. Co., incorporated; capital stock, \$25,000; incorporators, W. A. Hamilton, Grant Carter and E. Ellingson.

Bentley, N. D.—Farmers Elvtr. Co., incorporated; capital stock, \$25,000; incorporators, Adam Kelsch, John J. Huber, F. L. Hunkler and others.

Brinsmade, N. D.—My elvtr. and that of the Co. Western Grain Co. have been painted this spring.—F. W. Bowman.

Juanita, N. D.—The Minnekota Elvtr. Co. has bot the elvtr. of the Imperial Elvtr. Co. and will put the house in operation as soon as it is overhauled.

Sheldon, N. D.—The Farmers Elvtr. Co., incorporated; capital stock, \$10,000; incorporators, Wm. Allen, L. L. Tregloan, H. W. Douglas and others.

Hettinger, N. D.—The elvtr. of John Hakanson has been closed for the season and I am now mgr. for the Bagley Elvtr. Co. at Baker, Mont.—B. J. Morey, former agt.

Glenfield sta., McHenry p. o., N. D.—The Minnekota Elvtr. Co. has bot the elvtr. of the Imperial Elvtr. Co. at this station and will put it in operation as soon as repairs are made.

Souris, N. D.—I have resigned as mgr. of the Farmers Elvtr. Co. and am on the road for C. C. Wyman & Co. We had good year and handled over 300,000 bus. of grain.—C. A. Kirkeby.

Munich, N. D.—We are rebuilding the elvtr. burned Jan. 18. The new house will be modern thruout and will have capacity of 40,000 bus. and be equipped with manlift.—J. P. Brenner, treas., Anchor Grain Co.

Hoving sta., Milnor p. o., N. D.—Our offer for the elvtr. of the Thorpe Elvtr. Co. not having been accepted, we have applied for a site and are making preparations to build.—A. J. Miller, sec'y-treas. Farmers Equity Elvtr. Co.

Grace City, N. D.—The Cargill Elvtr. Co. took down the elvtr. at Hannaford and has rebuilt it at this station. Syver Isaacson, the agt. at that point, will have charge of the elvtr. here.—H. C. Barber, agt. Equity Elvtr. & Trading Co.

Mandan, N. D.—The elvtr. of the Haight Lbr. & Machinery Co. was struck by lightning early in the morning of May 31, but investigation failed to locate any fire. At 2 p. m., however, flames burst from the top of the elvtr. and the house burned to the ground.

Lankin, N. D.—The Ruzicka Elvtr. Co., composed of Jerome Ruzicka, former agt. of the Spaulding Elvtr. Co., C. Zeman, Frank Rodney, Thos. Machart, Frank Lala and J. H. Vorachek, has bot the elvtr. of the Atlantic Elvtr. Co. at this station and Mr. Ruzicka will be mgr.

Watrous, N. D.—We have 51 stockholders at present and contemplate the erection of a 25,000-bu. elvtr. equipped with the usual machinery plus a cleaner. Our officers are John M. Johnson, Liberty, pres.; John M. Borrill, Spring Butte; A. F. Beasey, Liberty, and Ed. A. Anderson, Watrous, vice-presidents, and myself, sec'y-treas.—John A. Chinn, Watrous Equity Exchange.

OHIO.

Big Spring, O.—Guy Felger has gone to Canada.

Houston, O.—The Farmers Elvtr. Co. will build a new office.

Shreve, O.—Gray & Smith are building an elvtr. at this station.

Shawtown, O.—Work has been started on the new elvtr. of the Shawtown Grain Co.

Lebanon, O.—Aungst Bros. & Sprang are installing a 15 h.p. oil engine in their elvtr.

Cleveland, O.—Sam S. Gardner, for 50 years a grain inspector in this city, died May 16 at the age of 72.

Toledo, O.—The Crumbaugh-Kuehn Co. will move into new quarters in the Darling Candy Co.'s building, July 1.

Camden, O.—The Farmers Grain & Supply Co. is raising cupola 16 ft. and installing a Monitor Combined Cleaner.

Napoleon, O.—Leonard French is interested in the organization of a farmers elvtr. company at this station.

Coldwater, O.—Fox & Hess have added a 12,000-bu. elvtr. adjoining their elvtr. Philip Smith Mfg. Co. equipped it thruout.

Degraff, O.—M. W. Mercer has purchased the elvtr. of Melhorn & Melhorn, which was formerly owned by Frank Felger.

Girard, O.—Chryst & Zeller have bot a site at this station and will erect an elvtr. but the house will probably not be built this year.

Circleville, O.—I am installing 40 h. p. Fairbanks Oil Engine to replace steam power and have built a new cob house.—J. G. Boggs.

Bowlusville, O.—C. B. Burns has bot the elvtr. of Geo. Leggat & Son and will not rebuild his elvtr. at Gettysburg, which recently burned.

Okolona, O.—The Okolona Grain & Stock Co. has let contract to the Burell Engineering & Constr. Co. for repairing and remodeling its elvtr.

Plain City, O.—The office of Noon & Sheenan was entered by burglars May 31 and the safe blown open. The thieves got only the insurance papers.

Cleveland, O.—We have started a grain dept. in connection with our other business and will handle grain in car lots only.—E. F. Lienhard, with Theobald Mfg. Co.

Pleasantville, O.—North Bros. have sold their interest in the milling business at Pleasantville and will re-engine in the business elsewhere.—Pleasantville Mill Co.

Lima, O.—E. E. McConnell has given up the private wire and closed his brokerage office. Hereafter he will travel in the interests of the Eastern Grain Co., as formerly.

Cygnnet, O.—Cygnnet Grain & Hay Co., incorporated; capital stock \$25,000; incorporators Henry Miller and Wm. R. Talbert. This company is the same as the Cygnnet Elvtr. Co.

Toledo, O.—The estate of the late Wm. H. Morehouse of the Morehouse Grain & Seed Com'n Co. has been inventoried and the assets placed at \$113,001.52 with disbursements at \$84,823.56, leaving a net balance of \$48,172.96.

Ney, O.—We have let contract for a 17,000-bu. elvtr. to the Burrell Engineering & Constr. Co., the equipment to include 2 legs, sheller, cleaner and 32-h.p. gasoline engine. Poast Dawson of Bryan is scoop shoveling here.—F. S. Dean, mgr. Citizens Coal & Grain Co.

Toledo, O.—The railroads entering this city are facing a heavy taxation of equipment and facilities to handle the grain as harvest approaches with its promise of a liberal movement. The need of greater elvtr. capacity at this market is already apparent.

Xenia, O.—Alleging that S. A. Muff made 11 shipments of corn, which were received in a mouldy and sprouting condition by them, the Xenia Grain Co. has brot suit to recover \$1,782.09 with interest. Muff is said to have paid \$500 as a partial settlement of the damages, but has not taken care of the balance.

CINCINNATI LETTER.

H. J. Good has applied for membership in the Chamber of Commerce.

The office of the Van Leunen Co. was recently damaged by fire to the extent of \$500.

We are indebted to Wm. C. Culkins, supt., for a copy of the 64th annual report of the Chamber of Commerce which contains a full and complete list of officers, com'ites, and members of the exchange and its subsidiary organizations, and a list of the officers since the organization of the chamber in 1839. The annual executive reports, brief essays on the public activities of the exchange, metropolitan Cincinnati, the commercial leadership of the city, etc., the statistics of trade and commerce with comparisons of preceding years, the rules and regulations of the exchange and a copy of the charter, are all given in a full and concise manner. The report is also carefully indexed and has a classified business directory and also a calendar for 4 years.

Wm. Lewis, who lost his mill and elvtr. at Miami, O., during the March flood, has formed a partnership with Henry Nagel & Son, who have a feed mill at 2168 McLean Ave.

OKLAHOMA.

Union City, Okla.—The Yukon Grain Co. will install a Hail Grain Distributor.

Hollister, Okla.—Frank Kell has started work on his new elvtr. at this station.

Capron, Okla.—The Farmers Grain Co. has installed a car loader.—H. J. Cameron, mgr.

Custer, Okla.—We have succeeded R. B. Miller & Sons Co.—Corbin & Hoyt Grain Co.

Hobart, Okla.—The Chalfant-Nelson Grain Co. has leased the elvtr. of W. U. Baker.

Lawton, Okla.—Roy Campbell of the Lawton Mill & Elvtr. Co. died recently at El Paso, Tex.

Snyder, Okla.—H. S. Lewis and Tom Chapman have leased my elvtr. for a year and are operating it.—S. D. Bailey.

Texhoma, Okla.—We bot the interests of E. B. Elkins, pres. and mgr. of the Texhoma Mill & Elvtr. Co. June 1.—E. G. Beall & Son.

Amorita, Okla.—The Farmers Federation has installed a complete equipment of new elvtr. machinery, the Murphy Mfg. Co. doing the work.

Grandfield, Okla.—The Grandfield Elvtr. Co., incorporated; capital stock, \$5,000; incorporators R. L. Owen, U. S. Brasswell and R. I. Helton.

Oklahoma City, Okla.—The Adolph Kempner Co. of Chicago has opened a branch office in this city with A. R. Morgan of Kansas City in charge.

East Waynoka, Okla.—The Alva Roller Mills of Alva, have let contract for an elvtr. at Eagle, a siding on the A. T. & S. Fe. to the P. H. Pelkey Const. Co.

Anadarko, Okla.—Since the dissolution of the Tabb Grain Co., C. A. Tabb has formed a partnership with L. H. Powell of Wichita under the name of the Powell-Tabb Grain Co.

Oklahoma City, Okla.—The Oklahoma Grain Dealers Ass'n called the following district meetings: Clinton, June 19; Woodward, June 20, and Enid, June 21.—C. F. Prouty, sec'y.

Enid, Okla.—We are raising the hopper scale in the cupola of our elvtr. to be able to spout to all bins from scale. We are also putting in new spouting thruout the house.—W. B. Johnston.

Cordell, Okla.—Work has been started on the new elvtr. of the Oklahoma Mill & Elvtr. Co. at this point. Some of the machinery in the house at Britton will be installed in the new plant.

Dunlap, Okla.—The Alva Roller Mills of Alva has let contract for an elvtr. at this station to the P. H. Pelkey Constr. Co. This is a new station on the W. F. & N. W., north of Woodward.

Beland, Okla.—The R. H. Drennan Grain Co. has bot grain on track here, but has never had an elvtr. and there has never been an elvtr. at this station. We have an excellent opening here for one as it is greatly needed.—F. O. Ayers, p. m.

Madill, Okla.—T. F. Gawltney has succeeded W. H. Lawrence as gen. mgr. of the Madill Grain & Elvtr. Co. and has, with W. H. Colby, taken over the stock owned by Mr. Lawrence. New machinery and additional equipment will be installed in the elvtr.

Oklahoma City, Okla.—Recent new members of the Oklahoma Grain Dealers Ass'n are: Grandfield Elvtr. Co., Grandfield; Geary Mill & Elvtr. Co., Geary; W. J. Lambe, Blackwell; W. P. Slover, Mill Creek; Red Star Elvtr., Perry; Goode & Thomas, Branam; A. D. Winson, Frederick; Bales Grain Co., Carmen; C. J. Minnett, Marshall; Katy Mill & Elvtr. Co., McAlester.—C. F. Prouty, sec'y.

Pond Creek, Okla.—The plant of the Pond Creek Mill & Elevator Co., owned by John Moore, burned to the ground at 1 p. m., June 16. The fire started in the engine room and spread to adjoining property, the total loss amounting to \$95,000 with \$75,000 insurance.

PENNSYLVANIA.

Philadelphia, Pa.—The Keystone Elevator & Warehouse Co. has applied for membership in the Commercial Exchange.

Harrisburgh, Pa.—The Public Utilities Bill, recently passed by the state legislature, contains a provision for milling-in-transit thruout the state.

Pittsburg, Pa.—The Exchange Elevator Co. contemplates making extensive improvements in the way of annexing fireproof grain storage.—J. W. Smith & Co.

Pittsburgh, Pa.—The following officers were elected at the meeting of the Board of Mgrs., June 12: Samuel Walton, pres.; Chas. Kellner, vice-pres.; Wm. Leubin, treas., and Roy V. Harper, sec'y.

Sharon, Pa.—Our loss in the recent fire that threatened our warehouse was from water only as the fire did not reach us. We have a solid brick building and the flames could make no headway.—Wm. E. Kelly.

Philadelphia, Pa.—Work on the \$60,000 grain drier to be installed at the new elevator of the Penna. Ry. Co. at Girard Point, will be started by James Stewart & Co. who have the contract, at an early date. The drier will be installed in a 3-story steel and concrete building.

SOUTH DAKOTA.

Frankfort, S. D.—The Farmers Elevator Co. will build an elevator adjacent to its present house.

Murdo, S. D.—T. T. Lemon & Co. have succeeded Spracher & Lemon. E. E. Lemon is mgr.

Sioux Falls, S. D.—The directors of the South Dakota Farmers Grain Dealers Ass'n held a meeting in this city June 12, behind closed doors.

Putney, S. D.—C. A. Dickerson is pres. and mgr. of the recently organized Farmers Elevator Co.

De Smet, S. D.—A farmers elevator company is being organized to build an elevator 6 miles east of here.

Pierre, S. D.—The elevator of the Capital Milling Co. is closed.—Arthur Newlin, mgr. Pierre Hay & Feed Co.

Armour, S. D.—I am now located at this station.—Forest H. Hammitt, formerly agt. for L. Booker at Wolsey.

South Shore, S. D.—The elevator of the Cargill Elevator Co. was struck by lightning May 19 and burned to the ground.

Arlington, S. D.—We opened our 25,000-bu. elevator at this station June 4, with Edw. Rogholt as agt.—Geo. P. Sexauer & Son.

Bath, S. D.—A. J. Murray, who has been leasing the elevator of the Independent Elevator Co., has decided to rebuild his own house burned Oct. 30, 1911.

Naples, S. D.—The elevator of E. W. Ketcham will be closed until July 15. Mgr. Earl Ostroot taking a month's vacation.—E. J. Heiser, mgr. D. E. Stoddard.

Crandon, S. D.—We have bot the elevator of the G. W. Van Dusen Elevator Co. and will take possession July 1. With our present new elevator we will have a total capacity of 60,000 bus.—G. G. Stahl, mgr. Farmers Elevator Co.

SOUTHEAST.

Hinesville, Ga.—A grain warehouse is under construction for B. Way.

Montgomery, Ala.—Capital Grain & Feed Co., incorporated; capital stock \$20,000; incorporators Leo Drum, pres., Norman Drum, vice-pres., and C. Weisenbergh, sec'y-treas.

St. Paul, Va.—The Carolina, Clinchfield & Ohio Ry. Co. has announced that it will build a number of elevators.

Atlanta, Ga.—The office of hay and grain inspector for the Atlanta Grain Dealers Ass'n, left vacant by the death of Inspector W. R. Shropshire, Apr. 3, is being filled by Geo. C. Smith. The brokerage firm of W. R. & I. S. Shropshire has gone out of business.—Jos. Gregg & Son.

Vicksburg, Miss.—At a meeting of the Board of Trade, June 13, Richard Hopkins was appointed official grain inspector and weigher for the recently established grain inspection and weighing dept. Alex. Fitz-Hugh, W. C. Clarke and Ben H. Stein have been appointed as an arbitration committee by the directors.

TENNESSEE.

Chattanooga, Tenn.—The elevator of the Mountain City Milling Co. will be ready for operation within the next 30 days.

Memphis, Tenn.—That the Merchants Exchange has the right to enforce its arbitrations on a member or expel him for refusing to abide by them, is the recent decision of the Supreme Court of Tennessee in the case of a Peoria, Ill., firm, members of the local exchange, who refused to accept the decision of the arbitration committee.

TEXAS.

East Waco, Waco p. o., Tex.—A small grain warehouse of the Crouch Grain Co. burned at 11:30 p. m., June 2.

Goree, Tex.—We will probably install maize threshing machinery soon.—J. B. Wadlington, Goree Grain Elevator.

Amarillo, Tex.—The officers of the recently incorporated Early Grain & Elevator Co. are Eugene Early, pres.; Allen Early, vice-pres. and gen. mgr., and Harry L. Kerns, sec'y-treas.

Weatherford, Tex.—I bot Mrs. Harnett's interest in the firm of Harnett & Bradfish and the plant is now owned and managed by me individually. I expect to make some improvements this summer.—H. J. Bradfish.

Canadian, Tex.—The Canadian Implement Co. is building a 10,000-bu. elevator equipped with manlift and all modern machinery. We have also built a 40x100 ft. warehouse adjoining it.—C. L. Tennison, mgr.

Sherman, Tex.—The Gladney Milling Co. that recently took over the interests of the Sherman Hill & Grain Co., is a reorganization of the old company. The new officers are Sam. W. Gladney, pres. and gen. mgr.; A. A. Felder, vice-pres., and D. W. Gullick, sec'y.

Austin, Tex.—Because the committee representing the millers of the state recently refused to meet the grain committee of the Texas Grain Dealers Ass'n in joint conference at Fort Worth for the purpose of discussing measures that would lead to an amicable adjustment of freight rates on grain and grain products and transit privilege, the grain men have carried the matter to the state railroad commission and will have a hearing before that body July 9, when it is hoped the commission will complete the readjustment of the rules governing milling in transit and stopping in transit of grain shipments within the state. On July 8 the commission will hold a hearing on the amendment to Rule 33 of Texas classification No. 2, as well as item 4, Sec. 4, of commodity tariff No. 31-A, by adding to each the following: "Stop-over privilege will be confined to straight or open shipments and will not be granted on shipments consigned to shippers orders, notify." Some of the specific amendments are as follows: To provide for 10 months at stopping point, with an additional 2 months at milling point where the grain is to be milled. To abolish stop charge of \$2 per car on corn, oats and other articles taking same rates. To cancel the three-line arbitrary on corn, oats and articles taking same rates.

Wm. H. Colvin & Co. 104 S. La Salle Street CHICAGO

We have felt for a long time past that the wheat market in this country was unduly oversold, and that the bearish influences had been over-discounted, leaving no leeway for the short seller beyond the small saving in prices caused by local readjustments, which signified no change in the underlying situation.

We also have been of the opinion that the short interest in wheat would be obliged to liquidate upward, the same as it has been obliged to do in oats, corn and provisions, as well as in wheat in the international markets of the world outside of those in this country.

**Consignments of Grain
and orders for future
transactions solicited.
Also orders for wheat
from millers.**

MEMBERS

New York Stock Exchange,
New York Coffee Exchange,
Chicago Stock Exchange,
Chicago Board of Trade.

Your Profits Leak

IF your engine cylinders need reboring. We can stop that leak. We bore cylinders and overhaul engines.

**The Western
Iron and Foundry Co.**
WICHITA, KANSAS

PAPER CLIPS

PREPAID—1000-30c, 5000-\$1.00
10,000-\$1.75 20,000-\$3.00
F. O. B. Buffalo, N. Y. 100,000 or more,
9c per 1000
Also other styles of Clips at reduced prices
THE CLINCH CLIP CO.
192-96 Seneca St., Buffalo, N. Y.

R
+ FUMA =

Live weevil plus a little Fuma equals
dead ones every time.

Fumigate Your Elevators and Mills with

FUMA

The only satisfactory method of treating grain
in the bin, kills all insects, weevils, moths, etc.

10c. per lb., in 50 lb. and 100 lb. drums.

Send for printed matter.

EDWARD R. TAYLOR
Manufacturing Chemist PENN YAN, N. Y.

Pampa, Tex.—Our company is owned by the farmers of this vicinity, but we operate as the Pampa Grain Co. and there is no firm here known as the Farmers Grain & Elevator Co. We receive mail under that name sometimes but do not authorize it and never have.—L. C. McMurtry, sec'y and treas.

FORT WORTH LETTER.

The storage house of the Ft. Worth Macaroni Co. was not burned as stated in this column June 10.

Sec'y C. J. Gibbs of the Texas Grain Dealers Ass'n has gone to Battle Creek, Mich., for his health.

New members of the Texas Grain Dealers Ass'n are: E. G. Beale & Son, Texhoma; H. J. Bradfish, Weatherford; J. Milt Erwin, Wichita Falls; Weeks & Bagwell, Claude; Aubrey Mfg. Co., Aubrey; Jacksonville Grain & Commission Co., Jacksonville; Arthur Kelsey, Lorenzo; D. S. Reed, Bynum; Douglas W. King, Fort Worth; Jacksboro Mill & Elevator Co., Jacksboro and Curbo Merc. Co., Crawford. The following arbitration com'te has been appointed by Pres. Moore: C. R. Terry of Corsicana, Eugene Blasdel of Amarillo and Douglas W. King of Fort Worth.

The elevator of the Bewley Mills, containing 50,000 bus. of wheat, burned at 2:30 a. m., June 7; loss, \$100,000. The grain was fully insured and the building partially insured. The fire was not discovered until an explosion blew the roof off of the huge structure, throwing it 200 or 300 ft. The work of clearing away the ruins was started at once and a new elevator will be erected without delay. W. P. Bomar, sec'y of the company, says: "The elevator destroyed had a capacity of approximately 250,000 bus. To take its place we have engaged storage tanks of 100,000 bus. from the Fort Worth Elevator Co. Besides this we have a capacity of 20,000 in the mill property and 150,000 in our country mills at Roanoke, Krum and Kellar. Preparations are now being made for temporary unloading. We will be equipped to handle the new grain crop." E. E. Bewley, pres. of the company, writes as follows in regard to the cause of the blaze: "The tank in which the fire originated was 90 ft. in diameter and 60 ft. high and was divided into smaller bins by heavy wooden cribbing. The wiring was in conduit, what little there was of it and there was no machinery save a carrier belt at top and bottom. Smoke was seen by the watchman pouring from one of the bottom man holes and the alarm turned in. Only a few moments later before anyone reached the place, the top or dog house was blown by an explosion high in the air and caught the cleaning and unloading house attached. The tank burned for hours and both tank and working house are a total loss to us. The working house, machinery and grain were insured but we considered the tank fireproof and had never insured it. It was an unusual fire, starting about 3 a. m., no work or lights being in the house since the afternoon before. The cause is given as spontaneous combustion but just what caused the friction to make the fire or the explosion will never be known. Our watchman's record shows that the fire burned only a few moments before it was discovered. The tank was divided into 20 bins by huge, wooden partitions and because of its immense size and the volume of the cribbed construction it was possible for it to burn when the fire once started.

UTAH.

Salt Lake City, Utah.—The W. O. Kay Elevator Co., Farmers Grain & Mfg. Co., C. A. Smurthwaite Grain & Mfg. Co. and the National Copper Bank, have petitioned the courts to declare James R. Smith & Sons, bankrupts.

WASHINGTON.

Touhey, Wash.—The Mansfield Elevator & Warehouse Co. will equip its elevator with a Hall special Elevator leg.

Mondovi, Wash.—The Washington Grain & Mfg. Co. has started work on its 5,000-bu. elevator for bulk grain.

Packard sta., Warden p. o., Wash.—The Packard Farmers Warehouse Co., incorporated; capital stock, \$3,000.

La Crosse, Wash.—The La Crosse Elevator & Produce Co., incorporated; capital stock, \$10,000; incorporators, Geo. Wiger, Sr., and J. A. Carmin. The new company has let contract for a 45,000-bu. elevator to be equipped with cleaner, grinder and 20 h.p. gas engine. Napper & Persson have the contract.

Endicott, Wash.—The Endicott Union Elevator Co. has bot the warehouse and the lease of the Kerr-Gifford Co. for \$3,000, and has let contract to Napper & Persson for a 45,000-bu. concrete elevator, to cost \$7,500. Work will be started at once and the elevator, rushed to completion in time for this year's crop. Equipment will include cleaner, grinder and 20 h.p. gas engine.

Wilbur, Wash.—The Grain Growers Warehouse Co. has let contract for the 81,000-bu. elevator, which will give that company with its present warehouse a capacity of 252,000 bus. The new plant will consist of 8 circular bins and four intermediate bins, 55 ft. above the ground and 15 ft. below. The conveyor will be underground, the equipment including also 2 elevator legs and 2 dump scales. The handling capacity of the plant will be 2,000 bus. per hour and the whole building will be fireproof.

Spokane, Wash.—The Farmers Union Warehouse Ass'n was organized May 28, at a meeting of the mgrs. of the farmers union warehouses, in this city. R. E. Darling, of Bridgeport, Wash., was elected pres.; James C. Farr, of Albion, Wash., vice-pres.; E. Nelson, Nezperce, Ida., sec'y-treas., and these will with H. J. Herman, of Genesee, Ida., and P. T. C. Weiseman of Almira, Wash., form the board of directors. The purpose of the ass'n is to arrange for a uniform market price and storage charge in the warehouses in Washington and northern Idaho.

WISCONSIN.

Allenton, Wis.—The Kohlsville Merc. Co. of Kohlsville has bot the assets of J. Ruplinger & Co., valued at \$59,994.

Fond du Lac, Wis.—B. F. Boulay & Co. suffered a small loss at the elevator, May 15 when fire started from an overheated motor.

West Bend, Wis.—Work has been started on our 100,000-bu. concrete storage tanks and the addition to our malt house.—West Bend Malting Co.

Palmyra, Wis.—Farmers Mfg. & Elevator Co., incorporated; capital stock, \$20,000; incorporators Edward Brand, C. J. Kaiser and S. B. Woodruff.

Neillsville, Wis.—Fred Bruley, Jos. Dwyer and Geo. E. Crothers are interested in the organization of a farmers elevator company to build or buy an elevator.

Manitowoc, Wis.—The work of driving the piles for the new elevator of Wm. Rahr Sons Co. has just been completed by the Witherspoon-Englar Co. which has the contract.

Oconto Falls, Wis.—I sold my elevator last July to the Farmers Equity Co. and after they had run the elevator 5 months, they failed in business and locked up the house. I rented the elevator the first of the year and am again at my old stand.—Frank Trudell.

Manitowoc, Wis.—The plans for the new 225,000-bu. concrete elevator of the Manitowoc Malting Co. have been completed by the Witherspoon-Englar Co. The plant will consist of 10 circular bins, 90 ft. high and 19 ft. inside diameter. The working house will be 27x42 ft. and the equipment will consist of a passenger elevator, three 24-in. belt conveyors, one above bins, one below, and one to the old elevator, 100-ton track scale, 1,600-bu. hopper scale, 2,000 bus. garner, 4 cleaning machines, pair of Clark shovels, and heavy gear car puller with double drum for wire cable to pull on either of 2 tracks. The piling has just been completed.

MILWAUKEE LETTER.

Wm. P. Fraser has been admitted to membership in the Chamber of Commerce.

Chas. A. Kruse has succeeded W. E. Mereness, Jr., as a member of the com'te on membership of the exchange, Mr. Mereness having resigned.

P. C. Kamm & Co. incorporated as grain dealers and maltsters; capital stock, \$150,000; incorporators, Philip C. and Conrad C. Kamm and Gustav W. Kruse.

James A. Bryden, member of the Chamber of Commerce since its organization, and an ex-pres. of the exchange, died June 9 from the effects of an operation.

Oscar Knoebel, supt. of Elevator E., was seriously injured recently when his left foot was caught in the car puller cable. Before the power could be shut off he was carried over the drum and his foot cut off.

Herman Deutsch of the Herman Deutsch Co. has been restored to membership in the Chamber of Commerce after a suspension of several months for failure to comply with an order of the arbitration com'te of the exchange.

The new elevator of the C. M. & St. P. Ry. Co. will be equipped with a No. 8 Hess Drier and Cooler, having a capacity of 35,000 bus. of damp grain per day. One unit of the machine will be installed at once and the remaining unit later. The drier will be of the latest 1913 model and will be especially adapted not only to ordinary grain but to the drying of all kinds of salvage grain as well.

I receive the Grain Dealers Journal regularly and could not get along without it.—Chas. W. Knapp, Somers, Mont.

The Grain Dealers Journal is a good paper and all grain men ought to have it.—Wierwill Bros., Le Sueur, Minn.

OAT BUYERS prefer bulk oats to sacked and wud pay better for them as resacking is a practical loss to buyers.—E. W. Wyatt, Memphis, Tenn.

OAK sills installed in an elevator over 40 years ago were found to be in good condition by Henry Wahl, Victor, Ia., in tearing down the elevator, and he is using them in a new one.

Kansas City, Mo.—W. M. Turner, supt. of the Kaw Grain & Elevator Co. elevator, has been connected with this one firm for 28 years. This comes near being a record for years of service.—C. S.

THE CHIEF of the Bureau of Statistics of the Dept. of Agriculture, Victor H. Olmstead, was suspended June 18 by Sec'y Houston pending an investigation into charges of lack of discipline and poor administration in the bureau.

HAVANA received from American ports during the week ending June 13, 4,650 sacks of oats and 18,900 sacks of corn, compared with 10,653 sacks of oats and 11,649 sacks of corn received during week ending May 20, according to figures compiled by Emile Lecours.

When previously employed as a manager of country houses, I learned the merits of the Grain Dealers Journal. I found it helped me in many ways. After being out of business for two years, I now expect to handle grain again this season, and I want the Journal to post up on grain matters.—L. W. Pease, Belton, Mont.

EMMER yielded 180 bus. per acre on the experimental farm of Prof. H. C. Buffum, near Worland, Wyo. Another 8-acre field yielded 150 bus. per acre. Prof. Buffum sold the seed at \$10 per bu., a return of \$1,500 per acre. Winter wheat, known as Buffum's No. 17, yielded 72 bus. per acre, and the seed sold for \$5 per bu.

NEW QUARTERS OF SIOUX City Grain Men.

The entire sixth floor of the new Davidson bldg., one of the finest structures in the city, has been leased by the grain men of Sioux City, Ia., and will be occupied July 1. The rooms in this building are trimmed in mahogany and have all modern conveniences.

Since the remodeling of the old Garretson hotel into an office building 6 years ago, the grain men have had offices there and the name of the block was changed to Grain Exchange. The new quarters are two squares farther up town, but the added conveniences will compensate for the distance to be traveled.

Among the firms which have taken rooms in the new Davidson Bldg., which is shown in the engraving, are the following: The Flanley Grain Co., J. J. Mullaney Grain Co., Tiedeman Elevator Co., the McCall-Dinsmore Co., McCaull-Webster Elevator Co., Iowa-Dakota Grain Co., Ware & Leland, Lamson Bros. & Co., M. King, H. H. Gear, chief grain inspector and the Mystic Milling Co. The Board of Trade will also have rooms on this floor.

Imports and Exports of Beans.

Beans amounting to 916,166 bus. were imported in the ten months prior to May 1, compared with 831,380 bus. imported in the corresponding period of 1912. Exports of beans and dried peas during the ten months prior to May 1 included 337,297 bus. of domestic origin and 343,051 bus. of foreign origin; compared with 298,205 bus. of domestic origin and 169,909 bus. of foreign origin exported in the corresponding period of 1911-12, as reported by O. P. Austin, chief of the Bureau of Statistics.

I cannot do without the Grain Dealers Journal.—O. W. Leoffler, Belleville, Ill.

Screenings

The Grain Dealers Journal is a great benefit to me.—B. V. Kirby, Bucyrus, Kan.

The Grain Dealers Journal is a great help to a buyer or elevator man.—John DeVries, agt., A. A. Truax Grain Co., Davis, S. D.

If you sell a car to anyone and allow his name to appear as owner (so his customer won't get next to you, or for any other reason) the railroad company has the right to deliver the car to them without surrender of B/L, according to the Supreme Court's decision in the Nelson Grain Co.'s case. This leaves but one of two things to do—either bill to your order or be sure the party you sell to will take up your draft before taking the goods.—M. G. Ewer, sec'y Michigan Hay & Grain Dealers Ass'n.

COAL is stored under water at the Hawthorne, Ill., plant of the Western Electric Co. A concrete pit, having a capacity of 10,000 tons, is kept flooded with water, covering the entire coal supply. Tests show that storing coal under water prevents oxidation, resulting in a saving of from 10½% to 22½% of the heat value. Much smaller coal can also be stored in this manner without danger from fires due to spontaneous combustion. So far this is the first industrial application of this method of coal storage known.

FERTILIZERS affect the chemical properties of wheat. Tests made by the Ohio Experiment Station showed that the percentage of protein was highest in wheat grown in soil deficient in phosphorus and well-supplied with available nitrogen. Potassium increased the proportion of plump kernels; phosphorus improved the physical appearance of the grain to the greatest extent. The largest percentages of phosphorus and carbohydrates were found in the best developed grain, which was in turn associated with the highest yields.

Sample Envelopes

Non-Sifting

Designed especially for mailing samples of grain and seed. Specimens Free.

TULLAR ENVELOPE CO.
67 Larned St. Detroit, Mich.

Tyden Car Seals Prevent Losses and Claims.



Self-locking, Safe, Secure. Adopted by U. S. Government and Leading Railroads. Your name on each seal. Millions used by shippers.

Write for samples.

International Seal & Lock Co.
Hastings, Mich.

Chicago Office, 617 Railway Exchange.

Transit Leaks

are unknown to the grain shippers who use

Kennedy Car Liners

Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

The Kennedy Car Liner

is the only device offered the grain shipper that makes a car Leak-Proof.

CHEAP—MODERN—PROFITABLE

Write now for particulars

The Kennedy Car Liner & Bag Co.

SHELBYVILLE, INDIANA, U. S. A.

SHIPPERS' CERTIFICATE of WEIGHT

Designed for the use of grain shippers who wish to make a written statement of the amount and grade of grain loaded into a car. Especially adapted for use in connection with claims for Loss of Weight in Transit.

Each ticket gives the following information: Kind of scale used; Station; Car Number and Initials; Shipper's Name; —lbs. equal to —bus. of No.—; Date scales were tested and by whom; car thoroughly examined and found to be in good condition and properly sealed when delivered to the ————R. R. Co.; Seal Record, name and number, sides and ends; marked capacity of car; date; and name of the weigher. On the reverse side of both originals and duplicates is a form for recording the weight of each draught.

Printed and numbered in duplicate. Originals on Goldenrod Bond paper and duplicates on tough pink manila in two colors of ink. Well bound with heavy hinged pressboard covers so they will open flat, containing 50 originals, 50 duplicates and four sheets of carbon paper.

Order Form No. 89 SWC. Price \$1.00.

Grain Dealers Journal, Chicago, Ill.



New Quarters of Sioux City Board of Trade, Sioux City, Ia.

Grain Carriers

The Temple, Northwestern & Gulf Ry. will build a line from Temple northwest to Gatesville and Dublin, Tex., 100 miles.

The New York state canals were opened recently, altho an unrepaired break at Visser's Ferry, which happened last season, makes the eastern end of the canal unnavigable.

The Frisco System has amended its transit rules and now requires, effective June 27, that every expense bill to be used for transit must be recorded with its agent within 30 days after receipt.

The Northern Pacific branch running west of Stanton, N. D., is rapidly nearing completion. Four new towns, Hazen, Beulah, Zap and Oltanta, have been laid out on this branch, which runs thru good farming country.

The Commerce Court, for which no appropriation has been made for the coming fiscal year, will be continued until the next session of Congress, unless the Democratic caucus to be held June 25 decides otherwise.

The Kansas City, Kaw Valley & Western Ry. is projected from Kansas City, via Muncie, Edwardsville, Bonners Springs, Lanape, Loring and Linwood, to Lawrence, Kan. About 3 miles of track have already been laid.

Grain rates east and west of Montana were discussed at an informal conference recently between the Montana railroad commission and representatives of the N. P., G. N., and C., M. & St. P. Rys., at which the railroads promised certain concessions.

The steamer "Socapa" has been renamed the "George G. Barnum" in honor of the well-known Duluth grain man. The steamer, which is 504 ft. long and 54 ft. beam, is owned by G. A. Tomlinson and is one of the model vessels on the Great Lakes.

The foreign and coastwise commerce of this country is controlled by means of a huge "ship trust," which fixes and maintains rates, regulates traffic and pools the business. Steamship companies on the Great Lakes are in close sympathy with this "trust" and probably dominated by it. These are the conclusions reached by the House of Representatives Committee on Merchant Marine and Fisheries after an exhaustive investigation. As a result of "gentlemen's agreements," ocean freights have been increased 100% in seven years and competition to practically all parts of the world from American ports has been entirely eliminated.

The annual car shortage is due to four causes, according to the Kansas Public Utilities Commission: Failure of the carriers to add to their equipment proportionately with the increase of freight tonnage; failure to secure maximum use of the cars they have; the use by consignees of cars for storage purposes; and the practice of farmers of selling their grain from the machine. The Commission was unable to get any suggestions towards solving the trouble other than to urge the railroads to increase the number of cars and to increase the average car mileage, and to urge shippers to be more expeditious in loading and unloading their freight.

The application to increase the minimum carload weights on grain, grain products and a number of other commodities, was denied by the Kansas Public Utilities Commission on June 9 because the increase would work a hardship on the small dealer, as the present minimum of these commodities is the most the average small dealer can purchase.

Thru a misunderstanding the Interstate Commerce Commission gave out June 21 a draft of a proposed order for the investigation in connection with the proposed 5% increase in freight rates in C. F. A. territory. The Commission has rescinded this order and will issue a correct order shortly. This action by the Commission is regarded as favorable to the railroads, as an investigation in connection with the increase would mean a delay of a year or more in getting the increase, whereas the carriers insist that they need the additional revenue immediately.

Grain rates from points in South Dakota, Minnesota and Iowa to Minneapolis, Duluth, Minn., Superior, Milwaukee, Wis., and Chicago, Ill., were sustained by the Interstate Commerce Commission in a decision handed down June 5. These rates, which have been considered three times by the Commission, have been vigorously objected to by the different grain markets, due to the desire of each market to secure to itself the most favorable differentials on grain. The Commission has decided to let the present rates stand because, while admitting that numerous discrepancies and inconsistencies exist in the present schedule, it is unable to hit upon any scheme of rate-making that will be satisfactory to all markets.

The Interstate Commerce Commission in the suit of William H. Sufferin Grain Co. v. Illinois Central R. R. Co. et al., decided June 3 that the refusal by the railroad to grant an elevation allowance on grain at Decatur, Ill., while making such an allowance at Cairo, Ill., is not unjustly discriminatory. Decatur now has transit privileges under which it reaches a large portion of Mississippi Valley territory at rates no higher than the combination on Cairo. The Illinois Central offered to extend this privilege via its lines and connections to all points in the Mississippi Valley and the Southeast and to accord to Decatur whatever Cairo has in respect of transit on thru rates to Louisiana. The Commission decided that as soon as the railroad files tariffs establishing these extended privileges, the case will be dismissed.

The Minnesota rate case was decided June 9 by the United States Supreme Court in favor of state control in intrastate rates. This famous case originated from an act passed Apr. 4, 1907, by the Minnesota legislature and a second act on Apr. 18, 1907, reducing the maximum passenger fares from 3c to 2c per mile and cutting the freight rates from 7% to 25%. On July 8, 1907, the Great Northern, Northern Pacific, and Minneapolis & St. Louis Rys. obtained a temporary injunction from Judge Lochren against the new rates. The railroads won their suit in the U. S. District Court, sustaining their contention that the state railroad commission could not establish intrastate rates that would result in discrimination against interstate shippers. The state railroad commission appealed to the Supreme Court and won a complete victory. The Court holds that the state has absolute power to fix rates within the confines of the state, irrespective of what

effect such rates may have on interstate traffic, altho there is nothing to prevent Congress from passing a law giving the Interstate Commerce Commission the necessary authority to regulate intrastate rates on interstate railroads. Minnesota shippers can now commence action to recover \$3,000,000 in overcharges since 1907.

I simply could not get along without the Grain Dealers Journal.—T. H. Adamson, Fullerton, Neb.

We cannot get along without the Grain Dealers Journal.—D. H. Doeden, mgr., Hinckley Grain Co., Hinckley, Ill.

I find the Grain Dealers Journal gives better information than any of the others.—D. E. Childers, Taylorville, Ill.

NEW DETROIT GRAIN INSPECTOR.

A deserved promotion has fallen to William Recker thru the resignation on account of ill-health of F. W. Harrison, chief grain inspector of the Detroit Board of Trade.

For eleven years Mr. Recker was connected with the grain trade at Chicago in various capacities, giving him a varied and valuable experience. There he had a thoro training in grading grain under Robert Kettles, now chief of the grain sampling and seed inspection department.

After leaving Chicago Mr. Recker spent two years in the employ of the Omaha Board of Trade and about 6 years ago went from Omaha to Detroit, and has since worked as assistant to Mr. Harrison, whom he now succeeds as chief. Members of the Detroit Board feel that they are to be congratulated in retaining the valuable services of Mr. Recker, a portrait of whom is given herewith.



Wm. Recker, Detroit, Mich.,
Chief Grain Inspector.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Commission the carriers have made the following changes in rates:

M. P. quotes a rate of 12c on wheat from Kansas City to Sioux Falls, S. D., effective July 5.

Morgan Line quotes a rate of 14c on corn from New Orleans, La., to Havana, Cuba, now in effect, a reduction of 4c.

A. T. & S. F. in Sup. 41 to ICC 4066 quotes rates on grain and grain products between its various stations, effective July 15.

Western Trunk Lines in Sup. 4 to Circular I-J quotes rules covering grain dooring of cars in the Chicago district, effective July 15.

Pa. Co. in Sup 13 to F414 quotes rates on grain and grain products from its stations and connections to C. F. A. stations, effective July 1.

L. S. & M. S. in ICC A2942 cancels Y284 quoting grain and grain products rates from its stations to N. Y., O. and Pa., effective July 15.

M. O. & G. quotes rates from Joplin, Mo., to New Orleans, La., and rate points on shipments originating beyond, wheat 20c; corn 19c, effective July 10.

Wabash quotes rates from Des Moines, Ia., when originating beyond, to Kansas City, of 7c on corn, oats, rye and barley, and 8c on wheat, effective July 6.

B. & S. quotes an ex-lake rate of 7½c on wheat, corn, rye, barley, oats, flaxseed in bulk from Buffalo and Blaisdell, N. Y., to Kittanning, Pa., effective July 9.

K. C. Sou. in Sup. 1 to 170K quotes rules covering transit privileges, shelling in transit, and furnishing grain doors, at K. C. S. and T. & Ft. S. stations, effective July 10.

C. R. I. & P. in 29329 quotes rates on grain, grain products, and seeds between Mo. River stations and Mo. points; and stations in Ill., Ia., Minn., Mo., and S. D., effective July 1.

C. B. & Q. in Sup. 36 to 3200B quotes rates on grain and grain products between Mo. River points and Chicago, Ill., St. Louis, Mo., St. Paul, Winona, Minn., etc., effective July 15.

Wabash in ICC 3244 cancels 1481 and 3038 covering rates on grain and grain products between Ia. stations and points in Mo.; also between stations in Mo. and Ia., effective July 6.

C. & O. of Ind. in Sup. 7 to 303C quotes rates on grain and grain products from Chicago, Ill., Hammond, Ind., and other stations to C. F. A. points, also Ontario, Can., effective July 18.

F. A. Leland, agt., in Sup. 9 to ICC 911 quotes rates on grain and grain products from Tex. points to Mo., Colo., La., Ark., Ill., Ky., and Wis.; also from La. to Tex. points, effective July 15.

F. A. Leland in Sup. 7 to ICC 960 quotes grain and grain products rates between Okla. and Texas points; also rates on prepared stock feeds from Crowley, La., to Okla. points, effective July 18.

Union Pac. in Sup. 5 to 13475 quotes rates on grain and grain products between Kan., Wyo., Ill., Colo., Mo., Kan., Neb., Minn., and Ia., stations, and Colo., Kan., Neb., N. M., and Wyo. points, effective July 21.

A. D. Hall, agt., in ICC A45 cancels Commercial Reshipping Tariff No. 6 covering grain and grain products and feed-stuffs from St. Louis, Carondelet, Mo., East St. Louis, Madison, Venice, Granite City, East Carondelet, and Vulcan, Ill., to Memphis, Tenn., New Orleans, Mobile, Pensacola, Fla., Jackson, Meridian, Miss., and interior Mississippi junction points, effective July 5.

M. O. & G. quotes a rate of 20c on oats from Kenefick, Ury, Durant, Allison, Achille, Kemp City and Red River, Okla., to Vicksburg, Miss., effective July 10.

C. B. & Q. in Sup. 13 to 4000B quotes rates on grain and grain products between Chicago, Ill., St. Louis, Mo., St. Paul, Minneapolis, Winona, Minn., LaCrosse, Wis., and stations in Ia. and Mo., effective July 7.

K. C. Sou. in Sup 5 to 46D quotes rates on grain and grain products between Kansas City, Mo.-Kan., Mo. River points, and stations on K. C. S. north of Neosho, Mo.; also Midland Valley stations, effective July 9.

C. M. & St. P. in Sup. 122 to 2463D quotes grain rates between Chicago, Ill., Milwaukee, Racine, Wis., Duluth, Cloquet, Minn., Superior, Wis., St. Paul, Minn.; and stations in Ia., Mo., Minn., N. D., and S. D., effective July 2.

C. B. & Q. in Sup. 12 to 371 quotes rates on grain and grain products from Kansas City, Mo., and Omaha, Neb., on shipments originating beyond or on products milled from grain originating beyond, to Paducah, Ky., effective July 1.

Mo. Pac. quotes rates from Bertrand, Blodgett, Charleston, Delta, Dexter, Essex, Jackson, Morehouse, Morley, Oran and Sikeston, Mo., on shipments originating beyond, to Helena, Ark., wheat 13c, corn and cornmeal 11c, effective July 11.

I. C. quotes rates on corn and oats to Little Rock, Ark., as follows: from Farley, Dyersville, Manchester, Ia., 22½c; from Independence, Waterloo, Ia., 23c; Cedar Falls, Ia., 23c; from Central City, Ryan, Golden, Robins, Ia., 23c; effective July 15.

Minn. & St. L. in Sup. 5 to ICC B4 quotes rates on wheat, corn, oats and rye milled, cleaned, mixed or shelled in transit from its stations in Ia., Minn., and S. D., to Chicago, Peoria, Ill., Milwaukee, Wis., St. Louis, Mo., etc., effective July 10.

C. M. & St. P. in Sup. 13 to 9300A quotes rates on grain and grain products from Minn. points, also from Duluth, Stillwater, Minn., Chippewa Falls, Wis., originating beyond; to connecting lines stations in Ill., Ind., Ia., Ky., and Wis., effective July 1.

C. B. & Q. in Sup. 13 to 4000-B quotes rates on flaxseed, wheat and corn between Iowa and Mo. stations and St. Paul, Minneapolis, Minn., Chicago, Peoria, Quincy, Galesburg, Ill., Dubuque, Keokuk, Ia., St. Louis, and Hannibal, Mo., effective July 7.

C. & N. W. in Sup. 1362-H quotes rates on grain, grain products and seed between St. Paul, Minneapolis, Duluth, Stillwater, Winona, Minn., LaCrosse, Wis.; and stations in Ill., Ky., Ind., and Mississippi River points; also Green Bay, Kewaunee, Wis., etc., effective July 7.

C. & N. W., C. St. P. M. & O., C. R. I. & P., and I. C. Rys. rates on grain and flaxseed from stations in Iowa, Minnesota, North and South Dakota to Chicago, Ill., Milwaukee, Superior, Wis., Duluth, St. Paul, and Minneapolis, Minn., which were under suspension, have been restored by the Interstate Commerce Commission, effective various dates in July.

C. B. & Q. quotes rates as follows: between Des Moines, Ia., and Chicago, Ill., flaxseed 18c, wheat 13.9c, corn 12½c; between Des Moines and Peoria, Ill., flaxseed 15.6c, wheat 12.4c, corn 11c; from St. Paul, Minneapolis, Winona, Duluth, Minn., Treviso, Wis., to Lebanon, Xenia, Beckemeyer, Odin, Sandoval, Lawrenceville, Ill., mill-stuffs, etc., 18c; from Council Bluffs, Ia., Nebraska City, Omaha, So. Omaha, Neb., Atchison, Kan., Kansas City, Leavenworth, Kan., St. Joseph, Mo., when originating beyond or manufactured from material originating beyond, to Newport News and Norfolk, Va., for export, ground corn, cob meal, cornmeal, farina, feed, grits, etc., 22c; hominy, barley, oats, or buckwheat, kafir corn, malt, etc., 21c, effective July 7.

Buying a Drier Is a Serious Matter

A drier lasts a great many years—a mistake at the beginning makes itself felt all through those years.

The points to be considered in the order of their importance, are—

1. EFFICIENCY

The Hess Drier will dry all kinds of grain or seed, without change. Salvage grain, in any condition, is readily handled in it. Any temperature up to 230 degrees may be used, entirely under the operator's control. The time of drying and cooling is also under perfect control. The grain is ALL in plain view of the operator when drying.

2. ECONOMY IN OPERATION

The Hess Drier operates with exhaust or live steam, or both, with a new design of coils, which is more rapid and economical than the type usually found in driers. The power required for the fans is about one fourth only, of the power required in driers where wire netting and perforated metal obstruct the air currents and require high pressure to force the air through them. There is no cost for re-elevating the grain for cooling, the heating racks being above the cooling racks and the grain flows through by gravity. The warm air blown out of the cooling grain is all used, and none wasted, and one fan or one series of fans does all the work of drying and cooling. **This arrangement is patented and cannot be sold by others without liability.**

3. DURABILITY

There are no movable parts in our drier to wear out, no wire netting to clog and get out of condition, and all parts are galvanized to protect them from rust. The steam coils of our new type will not become leaky through unequal expansion and contraction.

4. FIRST COST

While this is the least important point to be considered, for it is soon forgotten, we are offering the greatest efficiency for the least money, and where the total expense, including installation, is considered, the cost of the Hess Drier will be found no greater than that of inferior machines.

Tell us your wants. Free booklet (Moisture Testers, also).

HESS WARMING & VENTILATING CO.

907 Tacoma Bldg., Chicago

Supreme Court Decisions

Conditions on Back of Telegraf Blank.—That the agent of the sender of a telegram knows that there are printed conditions on the back of the blank, and fails to inform himself as to their contents, does not charge the sender with constructive knowledge of the conditions.—*Beggs v. Postal Telegraf Cable Co.* Supreme Court of Illinois. 101 N. E. 612.

Commencement of Carrier's Liability.—A carrier may, by virtue of a custom acquiesced in or sanctioned by it or by its course of dealing, be deemed to have been constructively in possession of goods placed at a point at which it has been in the habit of receiving them or at which, by its course of conduct, it has led the shipper to believe that it would receive them.—*W. G. Dunnington & Co. v. Louisville & N. R. Co.* Court of Appeals of Kentucky. 155 S. W. 750.

Filing Claim in 90 Days.—Where a shipper accepts from the express company without objection a receipt embodying the conditions upon which the property in question is to be transported, including a condition that any claim for damages must be presented within 90 days, compliance on the part of the shipper is a condition precedent to his right of recovery for goods lost in transit.—*Westerfield v. Fargo.* Rockland County Court, New York. 141 N. Y. Supp. 544.

Delay in Delivery of Messages.—Where a telegraf company maintained in its office a telephone, by which messages could be sent to it for transmission, its agent in receiving a message thru the telephone for transmission is the agent of the company, in the absence of rules to the contrary known to the sender; and the company is liable for the negligence of the agent in receiving the message.—*Markley v. Western Union Telegraf Co.* Supreme Court of Iowa. 141 N. W. 443.

Duty of Commission Merchant.—In the absence of instructions to the contrary, a factor or commission merchant to whom goods are consigned may sell them for cash or on a reasonable credit, but, if the sale is made on credit, he must exercise reasonable diligence to ascertain the solvency and pecuniary responsibility of the purchaser from the usual and available sources of information, and his failure to exercise such diligence will render him liable for the resulting loss.—*H. L. Brown & Son v. Funck's Estate.* Supreme Court of Kansas. 132 Pac. 202.

Charges for Carrier's Delay.—Railroad Commission Rule 10, par. 4, providing that, when cars are delayed in transit by being switched to some point between points of shipment and destination, \$1 a car will be charged for each day of delay thus caused, does not make the company liable if the delay is caused by something preceding the switching, which was beyond the company's control, and the switching was merely incidental.—*Yazoo & M. V. R. Co. v. Keystone Lumber Yard.* Supreme Court of Mississippi. 61 South. 982.

Connecting Carriers.—A carrier receives property for transportation from a point in one state to a point in another, within the meaning of the Carmack amendment of June 29, 1906 (34 Stat. at L. 584, chap. 3591, U. S. Comp. Stat. Supp. 1911, p. 1288), § 7, to the interstate commerce act of February 4, 1887 (24 Stat. at L. 379, chap. 104), § 20, making it liable under such circumstances for a loss anywhere en route, notwithstanding any stipulation to the contrary, where it accepts an interstate shipment to be transported over a route selected by the shipper, which was a different one from that which the carrier

otherwise would have chosen, and was one respecting which the carrier had no established through route or rate.—*Norfolk & Western Ry. Co. v. Dixie Tobacco Co.* Supreme Court of the United States. 33 Sup. Ct. Rep. 609.

Sale of Growing Crop.—Where plaintiff, having a growing crop of oats, agreed to gather, thresh and deliver the same to defendant at his warehouse by July 20, 1912, for which defendant was to pay 60 cents a bushel and take the entire crop, excepting such as plaintiff desired to retain for feeding on his farm, the contract was not within the statute of frauds as a sale of an interest in real property. The contract of sale was not invalid because no certain number of bushels of oats to be delivered was agreed on.—*Crosby v. DeBord.* Court of Civil Appeals of Texas. 155 S. W. 647.

Delay of Message by Railroad.—A corporation, organized for the purpose only of doing a general railroad business in the carriage of persons and property, and not to conduct a telegraf business, but which maintains a telegraf line for its own convenience in conducting and expediting its business, when it receives a telegram to be transmitted over its telegraf line, and receives a valuable benefit therefrom, cannot avail itself of the defense of ultra vires, when the contract has been in good faith fully performed by the other party.—*Hanna v. Chicago, R. I. & P. Ry. Co.* Supreme Court of Kansas. 132 Pac. 154.

Attempt to Rescind Contract.—A contract to purchase a certain quantity of oats to be delivered in specified amounts each month during five months, is an entire contract of purchase, though the deliveries are to be made at separate times. If a purchaser under such a contract, after receiving two shipments of the grain, without lawful cause notified the seller that he would not receive the balance of the grain undelivered, he could not thereby rescind the contract without the consent of the seller, but such a repudiation of it constituted a breach.—*J. R. Hale & Sons v. Robson & Evans.* Supreme Court of Georgia. 78 S. E. 177.

Customers' Names a Trade Secret.—Civ. Code, § 1985, provides that everything which an employe acquires by virtue of his employment, except his compensation, belongs to his employer. Plaintiff, a laundry company, employed defendant as a driver, and furnished him a list of customers thereon. It was his duty to revise the list by notice of changes of address and of the address of new customers, and to furnish plaintiff with a complete list of customers on that route, and agreed that he would not solicit work from any of plaintiff's customers, either for himself or as an employe of any other person or corporation. Defendant left plaintiff's employment, and solicited laundry work from its customers along such route, and disclosed the list in his possession to his new employer, and took away the patronage of many of plaintiff's former customers. Held,

Limitation of Carrier's Liability.—An agreement that an interstate carrier's liability for loss of goods shipped should be determined according to the lower of two published rates, selected by the shipper, was not in violation of or prohibited by the Carmack amendment of June 29, 1906 (36 Stat. 555, c. 309, § 14 [U. S. Comp. Stat. Supp. 1911, p. 1307]), to the Interstate Commerce Act (Act Feb. 4, 1887, c. 104, § 20, 24 Stat. 386 [U. S. Comp. Stat. 1901, p. 3169]), providing that no contract, receipt, etc., should exempt an interstate carrier from the liability thereby imposed.—*United Lead Co. v. Lehigh Valley R. Co.* Supreme Court of New York. 141 N. Y. Supp. 310.

Delivery of Goods to Carrier.—Where a connecting carrier had delivered a car of corn on a side track which it controlled jointly with defendant company, which was to continue the transportation, and such connecting carrier's agent stated that it had no charges against the car, whereupon defendant's agent received the car at that place as he was authorized to do, he had no right thereafter to refuse to ship out the car because the connecting car-

rier thereafter objected, and by doing so defendant became a joint tort-feasor with the connecting carrier, and liable to plaintiff for damages sustained by reason of the delay in the shipment.—*Gulf, C. & S. F. Ry. Co. v. Lowery.* Court of Civil Appeals of Texas, Austin. 155 S. W. 992.

Mutual Insurance.—Under Ky. St. § 712, providing that mutual fire insurance companies may for any reason satisfactory to the directors or executive committee exclude any member and when thus excluded cancel or withdraw his policy, where a policy provided separate amounts of insurance on separate buildings, the company could, pursuant to a provision of the policy, cancel the insurance on one of such buildings for failure to keep it in repair, the insurance on the different buildings being separable, especially where the parties treated it as separable by treating the contract as in existence after one of the buildings had been burned and the loss settled.—*Olive Hill Fire Brick Co. v. Mullins.* Court of Appeals of Kentucky. 155 S. W. 372.

DEATH OF JAS. WELLINGTON-ton at Anderson, Ind.

James Wellington, the pioneer grain dealer of Anderson, Ind., died June 13 at the age of 74 years. He underwent an operation in 1905 from which he never fully recovered, and had been in a critical condition several times in the past year.

Mr. Wellington was born at Baltimore, Md., July 18, 1839, and was employed in mills at that city until 1865, when he removed to Middletown, Ind., removing in a few months to Anderson. After a 2 years' visit to Baltimore, he returned to Anderson and entered the milling business with S. J. Schalk, father of Jos. Schalk at the present location of the Schalk mills. At this site Mr. Wellington was in business for 32 years.

Later he took the management of the Wellington Mills in the same city, and at the time of his death was interested in two elevators and a mill, under the firm name of Wellington & Son. He is survived by the widow and two children, Arthur Wellington and Mrs. Emma Finch. Mr. Wellington was highly esteemed by those who knew him, and in the years when his health permitted was very active in association work, having been a director in both the Indiana Grain Dealers Ass'n and the Grain Dealers National Ass'n. A portrait of Mr. Wellington is given herewith.



Jas. Wellington, Anderson, Ind., Deceased.

Feedstuffs

J. J. Badenoch Co., Chicago, Ill., has registered the word "Graingold" as a trade-mark for its line of horse and cattle feeds.

San Francisco received 1,569 tons of bran during May, compared with 909 tons received during May, 1912.—Henry C. Bunker, chief inspector Chamber of Commerce.

Peoria received 5,832 tons of feed during May and shipped 8,912 tons; compared with 3,730 tons received and 6,740 tons shipped during May, 1912.—John R. Loifgren, sec'y Board of Trade.

Three cars of barley shipped by J. G. Havemeyer, Chicago, to the Mueller & Young Grain Co., New York, were recently confiscated by government inspectors at New York because it was found to contain husks and weed seeds.

The Roswell Wool & Hide Co., Roswell, N. M., was fined \$25 and costs for misbranding a shipment of alfalfa meal. Government chemists found that the meal contained a less percentage of protein and a greater percentage of crude fiber than stated on the label.

The principle that sellers of feedstuffs such as distillers' dried grains must supply goods to arrive at destination in this country in merchantable condition was reaffirmed by the board of arbitration of the Milwaukee Chamber of Commerce in a recent decision. The seller contended that as the sale was f. o. b. his distillery, his responsibility ceased there.

The government food inspectors seized 300 sacks of wheat bran on Nov. 26, 1912, belonging to Smith Bros., Augusta, Ga., because of alleged adulteration with screenings. The Dunlop Milling Co., Clarksville, Tenn., manufacturers, upon paying the costs of the proceedings and executing a bond for \$400, again obtained possession of the bran.

Arkansas feed tags must be printed and not stamped, according to a ruling by Commissioner John Page of the Dept. of Agriculture, to become effective July 1. Sec'y W. H. Marshall of the Southwestern Missouri Millers League finally got Mr. Page to modify the ruling so that stamps may be used, provided the stamping is carefully done, but hereafter Arkansas feed inspectors will regard feedstuffs carelessly stamped the same as those not marked at all.

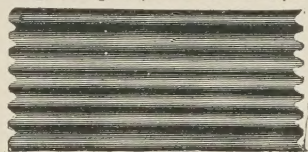
Exports of Breadstuffs.

Exports of breadstuffs during the eleven months prior to June 1 included 85,807,515 bus. of wheat, 10,578,597 bbls. of wheat flour, 47,590,302 bus. of corn, 33,295,345 bus. of oats, 1,495,441 bus. of rye and 16,949,468 bus. of barley; compared with 28,519,935 bus. of wheat, 10,328,588 bbls. of wheat flour, 33,774,544 bus. of corn, 1,921,014 bus. of oats, 2,569 bus. of rye, and 1,361,609 bus. of barley during the eleven months ending June 1, 1912.

Wheat exports totaled 7,154,095 bus. in May, compared with 545,982 bus. in May, 1912. The total value of the breadstuffs exported during the eleven months ending June 1 was \$188,113,109; compared with \$106,386,186 for this period in 1912, as reported by O. P. Austin of the Bureau of Statistics.

THE RURAL Organization Service, the new bureau of the Dept. of Agriculture which will study existing rural agencies and attempt to improve farmers' financial, physical and social conditions, started work on June 1 with Prof. Thos. N. Carver of Harvard University at its head.

GALVANIZED CORRUGATED
Steel Siding, Roofing, Fireproof Window Frames, Sashes, &c



THE SYKES COMPANY, Chicago, Ill.
Sheet Metal Contractors, Makers of Fireproof Windows. Write them if you are in the market now or if you expect to be in the future. Contracts taken anywhere in the United States.

Tri-State Mutual
Grain Dealers Fire Insurance Co.

Luverne, Minn.

Write for our statement. E. H. Moreland, Secretary

Workmen's Compensation or
Employer Liability Insurance

Protects you from
liability imposed upon you by the Illinois Workmen's Compensation Law.
Write for rates and information.

BALSLEY BROS.
GENERAL INSURANCE AGENCY,
SPRINGFIELD, ILLINOIS

Lightning
causes nearly
30% of fires of
Grain Elevators
and Mills. Are you
properly protected?
If not, write us today.

MUNSON'S
FAMOUS
LIGHTNING
CONDUCTORS

Unequaled by any make,
will last a lifetime, pays
for itself by earning
you a lower insurance
rate. Tried
and true, 65
years without
a failure.

MUNSON LIGHTNING CONDUCTOR CO., 146 Delaware St., Indianapolis, Ind.

INCORPORATED 1877

The Millers' Mutual Fire Insurance
Association of Illinois

ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents
of same at Cost.

Insurance in Force \$18,433,615.45. Cash surplus \$473,253.91.

GEO. POSTEL, President G. A. McKINNEY, Secretary

HOME OFFICE: Alton, Illinois.

WESTERN DEPARTMENT: Mr. Rollie Watson, Mgr., 402 Sedgwick Bldg., WICHITA, KANSAS.

YOUR INSURANCE

is an important part of your business. We make a specialty of mills and elevators and if you need insurance, either permanent or short-term, wire or write.

Our service is worth more to you than the other man's policy.

MILLERS NATIONAL INSURANCE CO.,
Chicago, Ill.

WESTERN MILLERS MUTUAL FIRE INSURANCE CO.,
Kansas City, Mo.

OHIO MILLERS MUTUAL FIRE INSURANCE CO.,
Canton, Ohio.

PENNSYLVANIA MILLERS MUTUAL FIRE INSURANCE CO.,
Wilkes Barre, Pa.

MILL OWNERS MUTUAL FIRE INSURANCE CO.
Des Moines, Iowa.

THE MILLERS MUTUAL FIRE INSURANCE CO.,
Harrisburg, Pa.

TEXAS MILLERS MUTUAL FIRE INSURANCE CO.,
Ft. Worth, Texas.

MICHIGAN MILLERS MUTUAL FIRE INSURANCE CO.,
Lansing, Mich.

GRAIN DEALERS NATIONAL MUTUAL FIRE INSURANCE CO.,
Indianapolis, Ind.

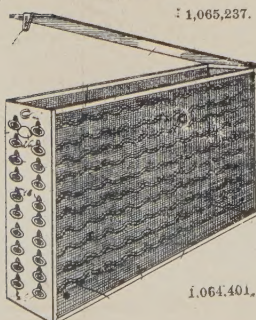
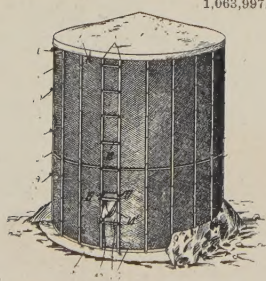
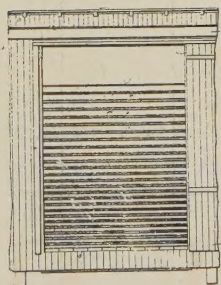
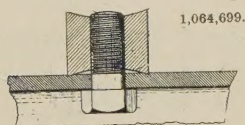
Patents Granted

Seed Corn Rack. No. 1,064,401. (See cut.) William Vaudt, Booneville, Ia. In a high, narrow box provided with a hinged cover are mounted a series of corrugated wires, the depressions being intended to receive the ears of corn.

Grain Door for Railway Cars. No. 1,063,997. (See cut.) John Moravec, Detroit, Mich. A flexible metal door passes thru a slot in the floor of the car at doorway and winds up on a reel, and means are provided for moving the door up and down as desired.

Corn Sheller Cylinder and Teeth. No. 1,064,699. (See cut.) Herman Berns and Herman A. Berns, Chebanse, Ill. A rectangular tooth having concave cutting edges is mounted on a cylinder by means of a bolt so that the outer edges of the tooth engage with the cylinder.

Grain Bin. No. 1,065,237. (See cut.) John Tweddle Graham, Belfry, Mont. The storehouse consists of a number of upright supports arranged in pairs to receive the walls of the storehouse and connected at top and bottom by means of hoops. A fabric floor projecting outside of the walls is provided, and a strip of fabric is fastened to bottom of walls and extends inward making a grain-tight joint.



CROP IMPROVEMENT.

A department of agricultural extension and demonstration in the College of Agriculture of the University of Illinois is created by the passage of a law recently by the Illinois Legislature, and \$10,000 annually is appropriated to be spent under the direction of the Farmers Institute in such counties as are prescribed in the requirements of the Institute.

John D. Rockefeller will spend \$3,000,000 a year, thru the General Board of Education, to educate Southern farmers in better farming methods and to assist Southern home building thru mortgage loans on farm lands.

W. G. Hunton, superintendent of farm development for the New England Lines, has devoted a great tract of railroad land to the growing of improved seed grain for general distribution among Maine farmers.

Des Moines County, Ia., is organizing a crop improvement ass'n and expects to raise enough money to pay the expense of a farm expert.

Henry Truitt, of Chillicothe, Ill., has been employed as farm expert by the Peoria County Farm Buro. He will maintain offices at Peoria.

Imports and Exports of Rice.

Imports of rice, rice flour, rice meal and broken rice during the ten months prior to May 1 aggregated 176,473,923 lbs.; compared with 148,847,554 lbs. imported in the corresponding period of 1911-1912. Exports included 7,094,052 lbs. of rice to May 1; compared with 25,982,737 lbs. exported in the corresponding period of 1911-1912. Of foreign rice, rice flour, rice meal and broken rice we re-exported 10,433,062 lbs. during the ten months prior to May 1; compared with 7,654,352 lbs. re-exported in the corresponding period of 1911-1912, as reported by O. P. Austin, chief of the Buro of Statistics.

Exports of Corn Oil and Glucose.

Corn oil exports during the ten months ending May 1 amounted to 16,209,740 lbs., compared with 21,016,675 lbs. for the same period ending May 1, 1912. Exports for April were 1,124,417 lbs., compared with 3,229,031 lbs. in April of last year.

Glucose amounting to 131,513,987 lbs. was exported in the ten months prior to May 1, compared with 114,389,519 lbs. exported in the corresponding period of 1911-12. These figures are taken from report of O. P. Austin, Chief of the Buro of Statistics.

Oil cake exported in the ten months prior to May 1 included 60,553,273 lbs. of corn oil cake, 1,009,554,954 lbs. of cottonseed oil cake, and 705,934,689 lbs. of linseed oil cake; compared with 56,629,127 lbs. of corn oil cake, 1,221,786,879 lbs. of cottonseed oil cake, and 516,424,844 lbs. of linseed oil cake exported in the corresponding period of 1911-12, as reported by O. P. Austin, Chief of the Buro of Statistics.

AMERICAN CORN shipped to Natal and Port Elizabeth, South Africa, to meet the crop shortage, arrived at destination in badly damaged condition, being hot and moldy, due to excess moisture. The government standard of inspection at Durban fixes 12% as the maximum moisture content of corn for export. Corn meeting this standard can be shipped across the Tropics with entire safety.

Supply Trade

KEEP 'EM GOING.

"One step won't take you very far,
You've got to keep on walking;
One word won't tell folks what you are,
You've got to keep on talking.
One inch won't make you very tall,
You've got to keep on growing;
One little ad won't do it all,
You've got to keep 'em going."

—Standard Adv.

Hoopeston, Ill.—A new gas engine industry has been projected here in the organization of the Hoopeston Gas Engine Co., with a capital stock of \$15,000.

Chicago, Ill.—Among recent incorporations is that of the Carl Anderson Co., Chicago, with a capital stock of \$1,000, for the manufacture of engines and general machinery.

Winnipeg, Can.—The Nelson Grain Saver Co. has been incorporated with a capital of \$100,000. It has been formed for the purpose of manufacturing and dealing in mechanical grain saving devices of all kinds.

The National Gas Engine Ass'n has adopted a most attractive and appropriate official emblem, consisting of the figure of a small engine surrounded by a double circle, and having within the parallel circumferences the words "National G. E. Ass'n."

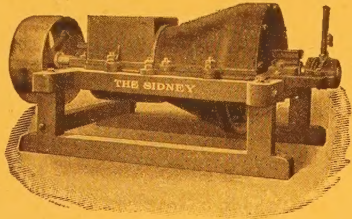
Milwaukee, Wis.—An improved pneumatic grain blower has recently been patented by Geo. Bernert of Bernert Bros. His late visit to Menominee, Wis., for the purpose of conferring with local officials, indicates the probability of the opening of a plant there for the manufacture of the blower.

Wichita, Kas.—The P. H. Pelkey Constr'n Co. lately issued a well illustrated booklet, showing grain elevators recently built. Those who may be contemplating the erection of new houses or repair work will find it of value, as considerable detail as to construction, equipment and cost is given. All readers of the Journal are invited to apply for a copy.

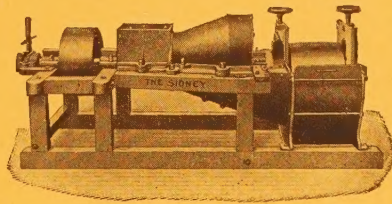
Merriam Park (St. Paul), Minn.—Grain dealers whose thots are turned towards cleaners and separators will do well to secure a copy of "Modern Methods of Grain Cleaning and Separating" issued by the Fosston Mfg. Co. It is thoro in detail of the "New Process" and handsomely illustrated in colors. Your copy will be sent promptly upon request.

Chicago, Ill.—The very latest addition to the Hess "family" is handsomely illustrated in their new booklet entitled "The Hess Family Dish Washer." The grain man is at all times interested in new improved devices for his elevator. Why not for the home? Show this paragraph to the wife, who will be cheerfully supplied with complete information relative to this home labor saver by inquiry to the Hess Warming & Ventilating Co.

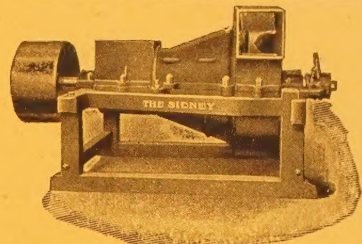
Akron, O.—The motor truck of varied size and capacity is rapidly insinuating itself into all branches of industry. Into the question of initial cost and up-keep expense enters the matter of tires. The wide range of style and type of truck using the Goodrich Wireless Motor Truck Tire is shown in booklet recently issued by the B. F. Goodrich Co. It is one that ought to be on the desk of every grain dealer who has the delivery problem to solve. Readers of the Journal who mention this publication will be gladly supplied upon request to that company.



Sidney Regular Sheller



Sidney Combined Sheller and Boot



Sidney Fan Sheller



THE SIDNEY LINE

saves you time, brings more business to your elevator, and handles more grain faster, better and cheaper.

Efficiency is the goal striven for by every elevator machinery manufacturer, and experience, investigation and comparison will prove to you that the Sidney Line is by far the most progressive.

Sidney machinery is the most simple, practical and satisfactory equipment for handling, cleaning, conveying and elevating grain, and for perfect power transmission.

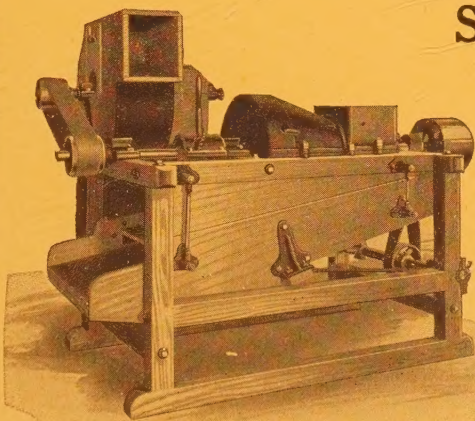
The easy and quick dumping and disposing of grain from wagons assures the farmer's appreciation and patronage.

Receiving Separators, Corn and Grain Cleaners, Corn Shellers, Manlifts, Wagon Dumps, Chain Drag Feeders, Shaker Feeders, Indicators, Turnheads, Elevator Boots, Elevator Heads, Steel Loading Spouts, and Different Articles in Power Transmission.

Every machine offers a perfect satisfaction of every want that it has been designed and built to fulfill. Our catalog No. 25 gives the description. Our users will verify their worth. Our expert mechanics and elevator engineers will tell you how the Sidney Line will make more money for you. Write

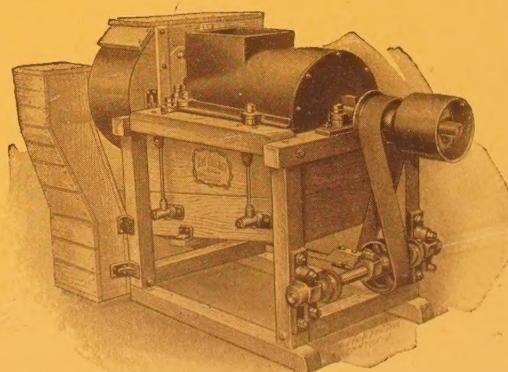
THE PHILIP SMITH MFG. CO.

Main Avenue and Shelby Street
SIDNEY, OHIO



Sidney Combined Sheller and Cleaner

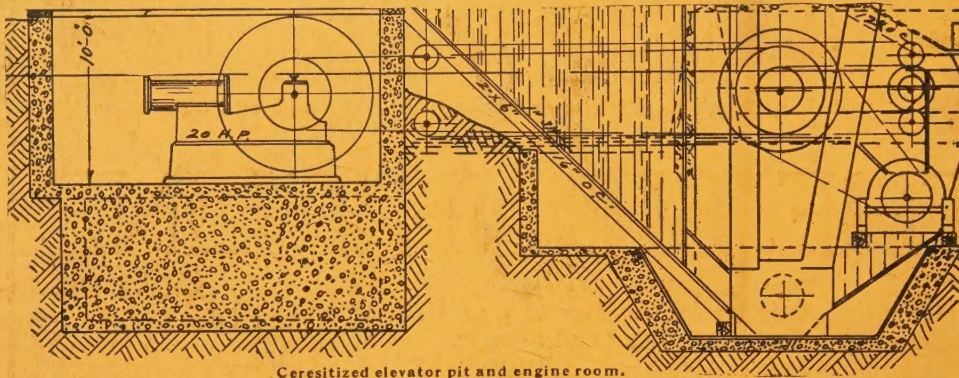
A
Complete
Stock
at
Enterprise,
Kans.,
and
Cedar Rapids,
Ia.



Sidney Mill Sheller

WATERPROOF YOUR CONCRETE Elevator Pits and Scale Pits

Read This Letter:



Ceresitized elevator pit and engine room.

Ceresit Waterproofing is a permanent and absolute protection against damage and loss of money through dampness or water in these places. You non-Ceresit users know of loss of money and damage dampness or water causes in wetting grain—off grades and heated, rusting scale—short weights, failure to operate elevator on account of water in boot or tank.

Avoid these losses by waterproofing these pits by the "Ceresit" method.

CERESIT WATERPROOFING CO.

58 W. Adams Street, CHICAGO, ILL.

Branches: 1133 Broadway, New York

1218 S. Chestnut St., Philadelphia, Pa.

Breda, Iowa, Nov. 20, 1912.

CERESIT WATERPROOFING CO.,
Chicago, Ill.

Gentlemen—The Ceresit which we have used in the construction of an elevator pit gives entire satisfaction.

Our elevator is situated on very low ground without any drainage whatever. During wet times the ground becomes so saturated that water stands on top of ground. In order to have a pit it is necessary to have a steel boat pan or something to take place of it which will keep water out.

We have found that concrete mixed with Ceresit will take the place of a steel pan at one-half the cost and last longer.

Although we have not had this newly constructed pit very long, we feel, however, we have had it thoroughly tested, as it has been surrounded by six feet of water for four months and none has passed through. We take pleasure in recommending Ceresit to any in need of such an article. Very truly,

MEYER BROS.

PLEASE CUT OUT THIS

REMINDER

to write for free Book on How to Effectively and Permanently Waterproof Concrete and Cement Mortar to Ceresit Waterproofing Co., 58 W. Adams St., Chicago.

WELLER-MADE



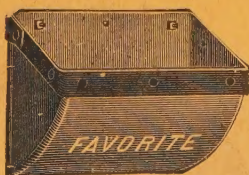
"Weller" on Machinery

Is a Guarantee of Highest Quality and Maximum Efficiency

Your Elevating, Conveying and Transmission problems are lightened, the costs reduced and a considerable amount of time is saved. It's economy from all angles with efficiency predominating at all times.



Weller shipments are prompt, too, and co-operation distinctive of the Weller Service exists throughout. Suggestions and estimate on request.



**Belt Conveyors,
Spiral Conveyors,
Wagon Dumps,
Power Shovels,
Friction Clutches,
Rope Drives, etc.**

Write for our catalog No. 20, fully illustrating the Weller line of machinery. It's free on request.

Weller Mfg. Co., Chicago

New York Office: 50 Church Street



A Reason Why

It's no disgrace to "come from Missouri," but it's a reflection on you to be so prejudiced that you always "have to be shown." Common sense teaches to profit by the experience of others.

A Day Dust Collector Reason

Save power in operating your cleaning machinery

ALWAYS CONSIDERS THE DAY FIRST.

The Day Company,

Winnipeg, Can.

Dear Sirs: For your information we may say in a general way that when we are looking for dust collector outfits, we consider the DAY first. Yours truly,

WESTERN CANADA FLOUR MILLS CO., Ltd.

This letter was received after having installed FOUR separate dust collecting systems for that company.

THE DAY COMPANY

1122 Yale Place

Minneapolis, Minn.